Board of Trade Journal

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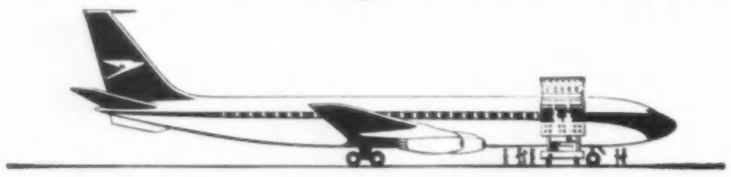

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Board of Trade Journal

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Front cover photograph

The cover shows Leonard Rosoman's 'Cryla' painting 'Death of Elizabeth I' in position at the 1964 Shakespeare Memorial Exhibition at Stratford-on-Avon. The huge canvas, measuring 30ft. x 15ft., was primed with 'Cryla' Primer: by nightfall the same day it was ready for painting. Within seven weeks the painting was completed. Almost immediately it was wound on rollers for dispatch to Stratford – a feat that would have been impossible with conventional colours. As part of the export drive John Mills, RDS, FRSAI, FRSA, this autumn, went on a lecture tour of universities, art colleges and museums in the United States. The subject of the lectures was Acrylic painting using the new artist's medium that has been developed by George Rowney & Co. of London.

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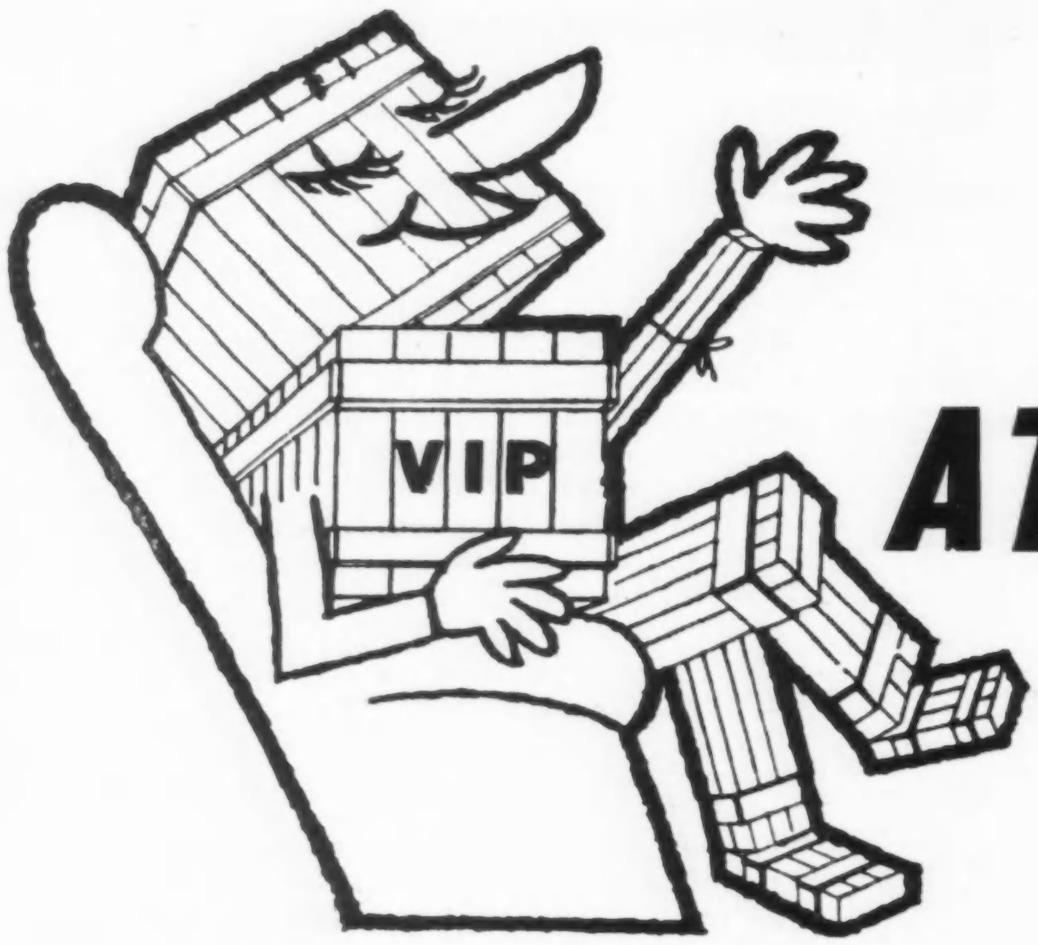

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ORGANIZING FOR EXPORTS—3

An export council looks at itself—some lessons from Europe 1960-65

by A. R. GLEN, chairman of the Export Council for Europe.

In this series of articles chairmen of the British National Export Council and its constituent councils and committees discuss the ways in which their organization aims to stimulate British exports. Previous articles have been by Sir William McFadzean, chairman of BNEC (September 24, page 667), and Mr. P. C. Allen, chairman of the Committee for Exports to Canada (November 5, page 1067).

FAR AND AWAY Britain's largest market today is Western Europe. The Community buys more than twice as much from us as the United States, EFTA more than twice as much as Canada. The 22 countries which form the parish of the Export Council for Europe will buy this year some 42 per cent of Britain's exports worldwide: if the European satellites are added nearly one-half of Britain's trade overseas will go to the European Continent.

British industry has increased its effort in Europe out of all recognition but more is needed. If we are making steady but still too slow progress in EFTA, the pattern in the Community during this past year gives no reason for complacency. Except to West Germany, sales have remained on a plateau while to Italy our exports in 1964 fell no less than £40 million from where they were in 1963. There is a danger, a considerable danger, that efforts to proliferate export effort worldwide could induce a tendency to take this vital European market for granted.

Above all, it is imperative that in trading practice we make ourselves as European as any other. Our membership of EFTA became even more significant when we were excluded from the Community. Economic unity within Europe is a first and urgent objective but we have to make terms continually with what exists. If the wider pattern is still outside our immediate control, there are many practical matters in which action lies in our own hands. One of the more important is transport for, if geographically we are separated by a strip of water from Europe, in trading practice our trading links with Europe must be as efficient as any inside Europe across land frontiers.

Mr. A. R. Glen (extreme right), chairman of the Export Council for Europe, listens as Mr. Douglas Jay, President of the Board of Trade, speaks at the opening ceremony of British Week in Milan, jointly organized by the Board of Trade and the ECE.

Improvements in transport

Three years ago, one felt deep concern about this. Too many providers of transport seemed sound asleep: too many industrial users were oblivious of its significance. Since then a revolution has begun, one which owes much to the names of Beeching and Rochdale. Even the ports are stirring, admittedly some faster than others, while technical advance in unitized transport is having striking influence on the design of container or roll-on/roll-off ships. The pattern of sea services is changing monthly, inland clearance should soon be an accepted part of effective distribution, the handicaps in British road transport are being materially reduced, and documentation is beginning to show the benefit of effective co-ordination between shippers and HM Customs. Above all there is evident a change in attitude of mind, a change which Mr. Freeman's British Shippers' Council and Lord Caldecote's 'little Neddy' are doing much to promote.

But speed of advance is not yet enough. Particularly urgent is the implementation of the Devlin recommendations. There is another gap, a serious one. The place of air transport has not as yet been grasped. For passengers at Heathrow delay on the part of the authorities in pressing on the new passenger terminals will cause increasing frustration over the next three years. But for freight the same failure could have an even more serious result, both directly in inhibiting the further growth of air freight to Europe and in a more general context in losing London her international position as a great Transatlantic-European entrepôt.

Much, accordingly, has to be done speedily in coming to terms with Europe. This is as urgent in languages as in weights and measures, in standards, and in the acknowledgement that Western Europe in truth is merely an extension of our home market. In this, too, ease of communication will have much influence, much more than exhortation. If as I have said already the position at Heathrow is unlikely to promote this in the immediate future, some encouragement at least can be taken from the new Trident network to Europe from Manchester, as a forerunner, it is to be hoped, of more extensive services based on the main provincial centres, services which it is up to local demand to prove can be made commercially viable.

What has all this to do with an Export Council? In fact, a great deal. It was only recently that a leading industrialist – one of

EXPORT COUNCIL FOR EUROPE, *continued*

our best exporters – suggested that the best service to exports would be to send the industrial members of all the committees back to their desks. Is there something to think about in what he says, for it is dangerously easy to take one's eye off the ball in peacetime as in wartime? There is still controversy, for example, about the relative value of the various irregular organizations during the last war and, if from time to time it did no harm to Baker Street to know that there were sceptical minds to satisfy, it may do all of us in Northumberland Avenue no harm either.

How would we regard this in the Export Council for Europe? What have we achieved? What have we failed to achieve since we started in November 1960. Is there much that be believe could be done with better organization or is potential impact marginal and unlikely to justify the additional workload required?

I have touched on one essential field in which I believe the Export Council for Europe had influence at a significant moment. By bringing together at their Transport Conference users and providers of transport, by providing a forum of informal discussion in which HM Customs and Immigration services participated, something of lasting value was created. The fact that it was our transport links with one specific market – Europe – that were under discussion gave perspective and clarity. The fact that it was industrialists and providers of transport who were talking over their respective shortcomings and opportunities obtained results.

There is much to be done in ways like this. If the tide of innovation in transport is now flowing, there are other fields demanding the same sort of approach. Some must be the proper province of BNEC, the purchasing policies of the nationalized industries certainly being one of pressing importance. This could relate usefully not only to major contracts such as the VC10, but also to everyday purchases by the Post Office, the Railways, the NCB or the CEGB. In co-ordination of standards and design, in matters of civil or military buying, the challenge is wide indeed.

But what about the immediate purposes of the Regional Councils, greater sales in each of their respective markets? To achieve this, generalization and exhortation have no place at all. Knowledge of the market must be profound, application of this knowledge to individual products specific. The most telling success has been with consumer goods, a range which by reason of the great number of companies and products involved might be thought particularly difficult of effective penetration. These difficulties were overcome by patience and persistence by our Consumer Goods Committee, first under Sir Ronald Thornton and then Mr. Abel Smith, who succeeded in targeting effort effectively on opportunities in different markets successfully presented by the British Weeks in Dusseldorf, Denmark, Amsterdam and Milan, now to be followed by Oslo and Lyon in 1966 and Brussels in 1967.

The professionalism of these promotions has increased steadily, participation of British industry now being indeed impressive but most convincing of all is the growing evidence from local shopkeepers, wholesalers and agents of the vastly increased and consistent attention given their markets by British salesmen since the British Weeks.

Important in this has been the organization of inward missions to Britain of overseas buyers, both in preparation for and in follow-up of the individual Weeks and indeed of other consumer goods promotions. Arranged usually on a product basis such as foodstuffs, women's clothing, toys or furniture, their success has owed much to the facilities offered so effectively by the great retailers, particularly by Marks & Spencer, Harrods, Debenhams and the Portman Group. These have been essentially buying missions with a well-prepared programme, crisply arranged and devoid of frills or jollies. While outward missions of a similar character have been of value also, it has been the inward mission of this type which has had particular impact at any rate with consumer goods.

So at least in this field in Europe the Export Council for Europe in partnership with the Board of Trade can claim to have made some effective contribution. The increased professionalism attained has been connected closely with the quality of the initial research into the market opportunities of a particular city or region, and the provision of the results of this in the form of specific product openings to industry during a British Week. If the overall form of these Weeks also has strengthened, particulary in the image they provide of industrial and technological Britain today, it might be fair too to accept that so far we have not given enough attention either to individual store promotions such as that presented so successfully by Au Bon Marche in Brussels, or perhaps to independent product promotions particularly in the field of fashion.

Capital and producer goods

Still, a great deal has been achieved, much learnt, enough certainly to ask ourselves whether we have done as much with producer goods or the range of capital goods, the real big money earners?

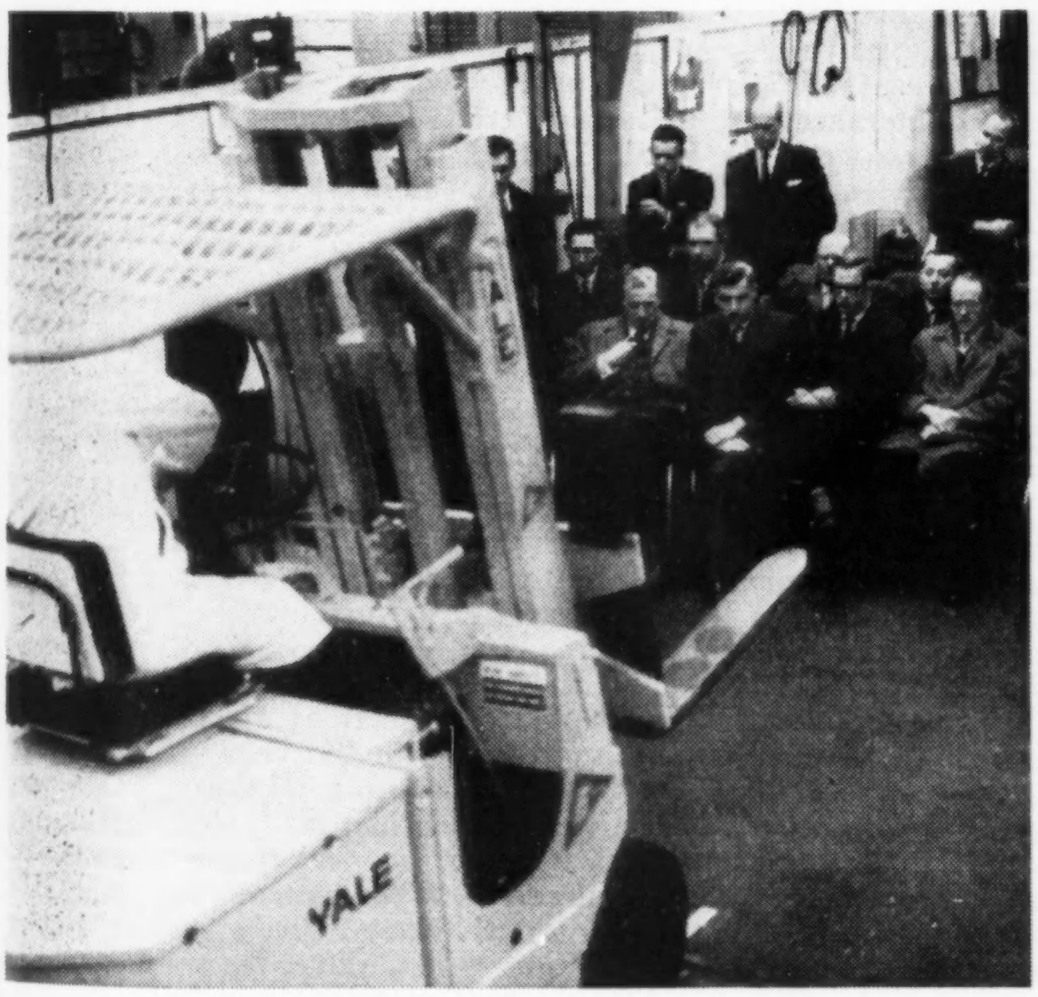
The answer quite definitely is no. Admittedly as one moves along the spectrum of industry towards the heavy end, one finds that this is increasingly dominated by a small number of large firms who might be assumed to know all about exports themselves. And yet, the chemical 'little Neddy' has suggested that one of the major unbalances lies in the ratio between chemical exports and imports. There could be more than one view as to whether the shipbuilding or aircraft-building industries, for example, have done all that they could in overseas markets or, indeed, whether Government policy over the years towards them has been such as to inhibit them from doing exactly this. In the vast range of components and producer goods, some assembly industries feel strongly that their providers should concentrate their efforts at home and not overseas, while others believe that they are better off with component makers technologically efficient enough to sell successfully anywhere in the world, not least to their competitors.

These are random examples but they do suggest that there are problems and differences great enough where some common approach, be it with the 'little Neddy' or an Export Council or with both, could be of value. It is our opinion that this certainly should be examined but in a way that does not increase unduly the already excessive and too often fragmented inquiries made of industry. It is for this purpose that we have formed four further product groups, arranged to coincide reasonably with the NEDC structure and, while these are early days, it is our hope also that their activities can be co-ordinated at least on occasions with one or more of the Regional Councils. If these prove to lie largely in the field of market research, such co-ordination could be of great value, always provided effort is not unduly dispersed. In the field of standards, purchasing policies of the nationalized industries and credit for example, much wider extension of effort should usually be possible.

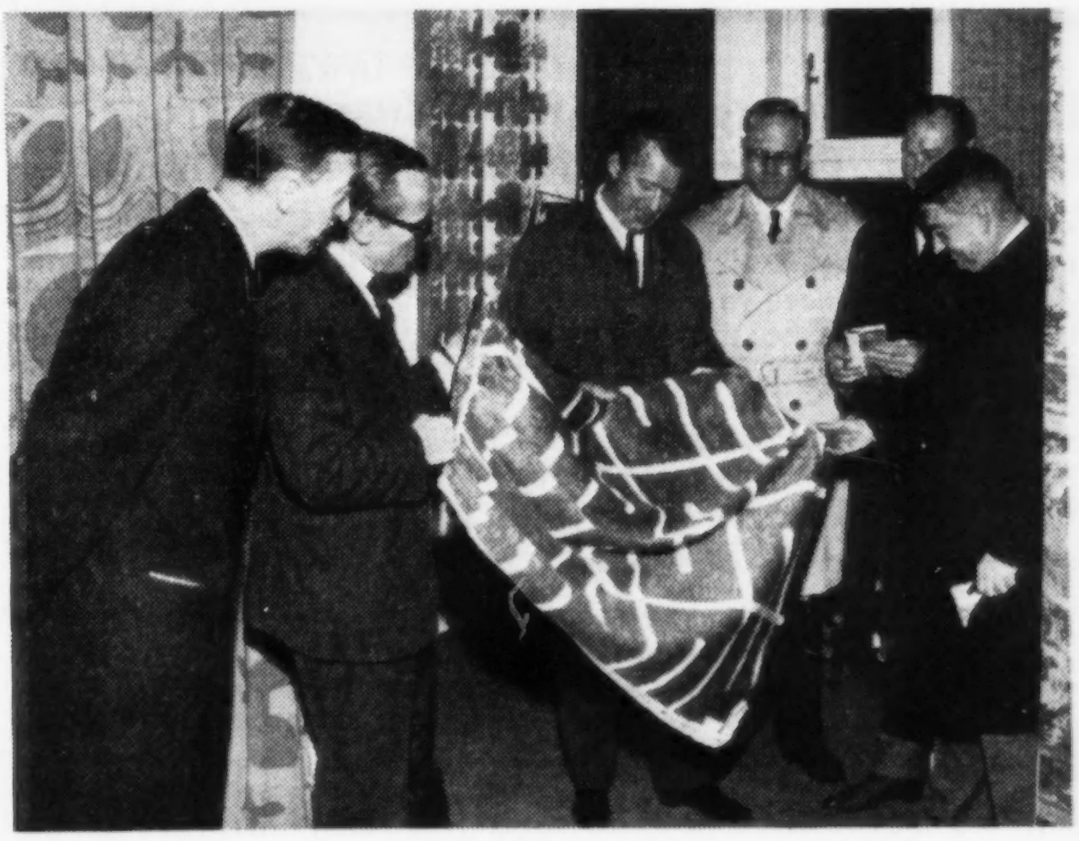
The Export Council for Europe most definitely believes that services of value to capital and producer goods industries can be provided in a way which fulfills its own regional concern with Western Europe but at the same time contributes, as a result of co-ordination through BNEC, a wider overseas significance to individual industries. To achieve this purpose, however, it accepts that much sound thinking and mature planning will be required together with originality of concept and some courage in execution, and above all greater realism in organization.

Up to now individual industrial members of the Council have accepted loyally a weight of responsibility that, if it were continued too long, could prove excessive. Then our exporter critic would be right indeed if this led to their consistently spending too much time away from their own desks. The reason is interesting for it has been the reverse of Parkinson, a fear of creating an executive structure of adequate size. It is high time ways were found to redress the workload to more reasonable dimensions. Improvement will be attained as certain executive services are centralized in BNEC and perhaps also if increased secondment from industry becomes more of a pattern. But above all, there is need for this and indeed other Councils to look carefully and very realistically at their own organization and methods. For the truth is that most of their work can only be done regionally.

A ships' components mission from Norway recently visited Britain to see firms who produce equipment in this field. On a visit to the Kilblain Engine Works of John Hastie & Co. Ltd., at Greenock in Scotland, Mr. George Spence, a director of the firm, showed some of the mission members the steering gear which they have constructed for a 60,500 ton Norwegian tanker.



Thirteen of Holland's principal users of materials handling equipment recently toured the British materials handling division of Yale and Towne, at Wednesfield, Staffs. The visit was sponsored by the British National Export Council in conjunction with the British Industrial Truck Association. Here the visitors witness a demonstration of a Yale Econtrol battery operated fork lift truck model KE51.



A mission from Sweden representing both the wholesale and retail trade in furnishing fabrics is now spending a week in Britain. Here at Hull Traders Ltd. in London, Mr. J. Jankov of Malmo, Mr. V. E. Bradley of Hull Traders, Mr. L. Ohlosson of Gothenburg, Mr. T. Westberg of Gothenburg, Mr. N. Melander of Stockholm and Mr. O. Myr, the chief editor of 'Textil Branchen' examine materials.

A Spanish Paper-making Machinery Mission is visiting this country by arrangement with the Export Council for Europe, and members are seen here visiting Thames Board Mills Ltd., at Purfleet, Essex, recently. The party, accompanied by Mr. M. E. Cox of the British Embassy in Madrid, consisted of directors and senior technicians for the Spanish paper and board making industry. The itinerary included the showing of Thames' new board making film 'Journey through the Mill' and was followed by a tour of the works. Mr. J. F. Williams, works director of Thames Board Mills, met the party afterwards for an informal discussion on the modern board making techniques that they had seen. In the picture Mr. S. J. Wright (left), manager of Mills Purfleet, explains the instrumentation on No. 11 board machine to one of the visitors.

Transfer of engineering industries from Board of Trade to Ministry of Technology

ASKED TO MAKE a further statement about the future responsibilities of the Minister of Technology, Mr. Harold Wilson, the Prime Minister, announced in Parliament on December 1 the transfer of sponsorship for the mechanical and engineering industries from the Board of Trade to the Ministry of Technology. The Prime Minister said:

'In my statement to the House on November 26, 1964, about the functions of the Minister of Technology I explained that his Ministry would in future be the sponsor department for the machine tools, electronics, telecommunications and computer industries.

'These were the industries to which it was at that stage most urgent for the new Ministry to give its attention; but the time has now come to enlarge the scope of the department by transferring to it the sponsorship of the mechanical and electrical engineering industries as a whole.

'The Ministry of Technology will in addition assume responsibility for engineering standards and will deal directly with the British Standards Institution on this part of its work, but not its work on consumer protection. And it will take over from the Board of Trade the responsibility for determining standard weights and measures.

'Any necessary Order in Council under the Ministers of the Crown (Transfer of Functions) Act, 1946 will be laid before Parliament as soon as practicable.

'The central co-ordination of measures to promote the growth of industrial productivity in this country, through the National Economic Development Committees and by other means, is a primary concern of the First Secretary of State and Secretary of State for Economic Affairs, but departmental Ministers carry direct responsibility for encouraging productivity in those industries which their departments sponsor. The Minister of Technology will accordingly have this responsibility for the mechanical and electrical engineering industries.

'The Board of Trade will continue to deal direct with these industries on exports, commercial relations and on its other functions and responsibilities which affect industry as a whole.'

Lord Brown's visit to Leicester and Nottingham

LORD BROWN, Minister of State, Board of Trade, planned to visit Leicester and Nottingham on December 9 and 10. His programme included:

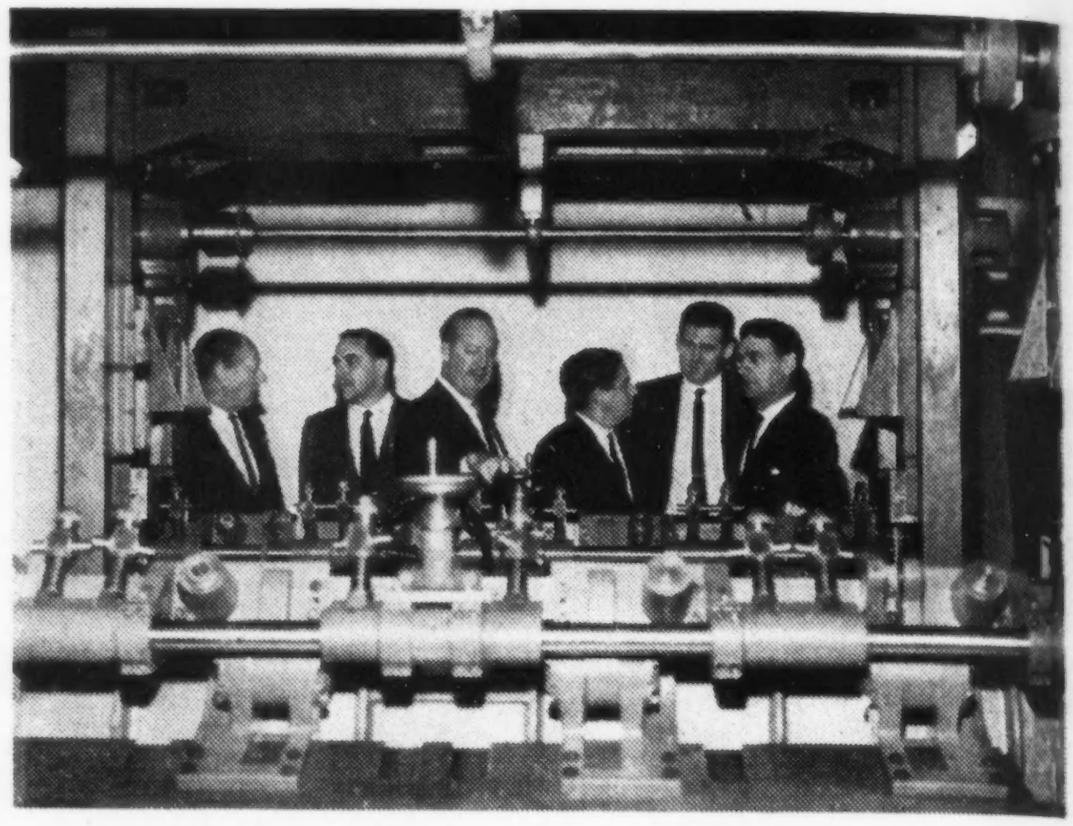
December 9: a call on the Lord Mayor of Leicester, principal guest at the annual luncheon of the Leicester and County Chamber of Commerce, visit the factories of A. A. Jones and Shipman Ltd., and of Rank Taylor Hobson Division of the Rank Organisation, attend Board of Trade reception at Nottingham to enable the Minister to meet representatives of industry who are engaged in the export trade.

December 10: visit the factories of Landmaster Ltd., Hucknall, Raleigh Industries Ltd., and P. P. Payne & Sons Ltd. in Nottingham.

UK visit by Russian building experts

A FOUR-MAN delegation of Russian building officials arrived in London on December 1 for a three-week visit to study productivity in the construction industry. The delegation consists of Mr. B. M. Veselovsky, head of department of the USSR State Committee for Construction; Mr. I. A. Grinevsky, a senior technical expert of the same department; Mr. V. M. Orlov, head of department of the Ministry for Erection and Special Construction; and Mr. Lelichenko, deputy chief of the Ukraine State Committee for Construction.

The delegation will meet officials of the Ministry of Public Building and Works and of the Ministries of Housing and Transport, building employers, unions and civil engineering contractors, and leading building contractors. They will also be visiting the Building Research Station and buildings and projects under construction in the London, Cambridge and Sheffield areas.



Four members of the Canextour team – British Commercial Officers from Canada, who are on a six-week visit to Britain – are seen in Bristol with directors of Strachan & Henshaw Ltd. at their printing machinery division. They are (left to right): Mr. A. B. Cooper, managing director of Strachan & Henshaw; Mr. I. D. Grant, Toronto; Mr. G. Husted, Manitoba, Saskatchewan and North West Ontario; Mr. B. C. Harries, Montreal; Mr. W. T. Chodorowski, technical director of Strachan & Henshaw; and Mr. S. Stewart, MC, Ottawa. Strachan & Henshaw, who are currently building a printing press for Montreal, began exporting to Canada in 1951. They took the opportunity of discussing with Canextour the possibilities of strengthening and enlarging their existing market in Canada.

UK firms keen to expand sales to Canada

SIX BRITISH Commercial officers from Canada have just completed a six weeks' tour of England, Wales, Scotland and Northern Ireland during which they split into two teams and had meetings with management and executives of some 800 firms concerning export opportunities for British industry in Canada. Some impressions of these interviews were given by the two leaders of the team at a press conference at the Board of Trade in London on December 7. The leaders were Mr. Noel S. Belam, Principal British Trade Commissioner, Vancouver, and Mr. Shaun Stewart, British Commercial Counsellor in Ottawa. With Mr. Belam and Mr. Stewart were: Mr. C. W. Blackman, British Trade Commission, Toronto; Mr. Gordon Husted, British Trade Commissioner, Manitoba, Saskatchewan and North West Ontario, Mr. B. C. Harries, British Trade Commission, Montreal, and Mr. G. R. Latham, British Trade Commission, Atlantic Provinces. The team were accompanied by two Market Officers, Mr. I. G. Grant, Market Officer, Toronto, and Mr. C. N. Mann, Market Officer, Montreal.

Mr. Belam stated that he and his team visited Scotland, the Northern Region based at Newcastle, Yorkshire, the Midlands, based at Birmingham, the Eastern Region, which included firms on the periphery of London and in East Anglia. When they arrived in Britain, he said, they came with certain 'preconceived ideas about British industry', but after interviewing some executives in 400 firms these ideas were exploded. 'As far as my team are concerned we have been very impressed with the keenness shown by firms to expand their sales to the Canadian market. There was only one instance where I found a firm had no interest in trading with Canada. Every firm with that one exception showed an anxiety to learn everything about the Canadian market. They felt that our team had something to tell them. I don't think it will be possible to assess the results of our visit until we see some evidence in the future Trade and Navigation accounts. I am convinced that our exports to Canada can and should increase. This is not our assessment for we took the opportunity of asking the firms to complete a questionnaire – whether they had, in fact, wasted their time in coming to see us. More than 75 per cent stated that the interviews were well worth while. This, I think, shows that British industry is keen and interested in the Canadian market.'

Government assistance for Co-operative Advertising Scheme for exports

INTRODUCING a new booklet entitled 'Simpler Export Documents' (see *Board of Trade Journal*, December 3, pages 1319-1320) at a Press conference in London on December 1, Mr. Douglas Jay, President of the Board of Trade, gave details of the Government's assistance for co-operative advertising in support of overseas export promotions. The following is the full text of the scheme:

The purpose of the Co-operative Advertising Scheme is to assist firms to make greater use of co-operative advertising as an adjunct to their promotional efforts at overseas trade fairs, British Weeks and store promotions. Assistance will be limited to co-operative advertising in the overseas market or markets concerned. The scheme is being introduced on an experimental basis and will be subject to review.

Eligibility for assistance

Assistance will be available to groups of firms sponsored by a trade association or other non-profit-making organization for collective advertising in connection with participation in the following *overseas* events organized with the support of the Board of Trade:

(a) Joint ventures, (b) British pavilions or sections, (c) All-British Fairs, (d) British Weeks, (e) Store promotions.

Scale and type of assistance

Assistance will apply only to advertising which appears *during or immediately preceding the event* and will be limited to a maximum of 50 per cent of the media and production costs of:

(a) Advertising overseas in the following:
  (i) National or local Press, (ii) Magazines, (iii) Trade journals, (iv) Radio or TV, (v) Exhibition catalogues produced by organizers of international trade fairs;
(b) Advertising in conjunction with an overseas department store's own advertising of a British store promotion;
(c) Display material used overseas carrying general messages or slogans in the name of the group, trade association, etc.;
(d) Literature advertising the group's products distributed overseas by the participating group.

Application for assistance

Application for assistance must be made to the Board of Trade *by the trade association or other non-profit-making body* sponsoring the overseas promotion. In the case of:

(a) *Trade fairs* (para. 2 (a) to (c) to Mrs. J. E. Haylett, Overseas Trade Fairs Directorate (Room 211)),
(b) *British Weeks and store promotions* (para. 2 (d) and (e) to Mr. F. H. Lockyer, British Weeks and Store Promotions Directorate (Room 182)),
Queen Anne's Mansions, London, S.W.1.

An outline of the advertising proposed, together with details of the costs likely to be incurred, must be submitted to the Board of Trade for approval at least three months before the event. In making an application to the Board of Trade, the sponsoring body must confirm that the proposals are supported by all the individual members of the group and that they undertake collectively to be responsible for the advertising costs subject to the Board of Trade agreeing to contribute up to 50 per cent of these costs.

The Board of Trade is willing to advise on available advertising media in the market or markets concerned.

The Board of Trade reserve the right to reject any claim for assistance for advertising which:

(a) is not clearly linked with the relevant overseas promotion; (b) consists of, or includes, advertising of an individual firm, brand name or product other than as an integral part of the group advertisement; (c) appears in media not reasonably suitable for reaching the class of person who might usefully be attracted to the promotion; (d) does not appear during the event or in the period immediately preceding it.

Submission of claim

Following the close of the event (provided the scheme has received prior approval) the claim for payment should be submitted as directed and must be accompanied by receipted bills and a copy of each advertisement (or of the script in the case of radio or TV material) together with full details of the media employed and the publication dates.

Inquiries about the scheme should be addressed, as appropriate, to: Overseas Trade Fairs Directorate *or* British Weeks and Store Promotions Directorate, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2780 (Fairs), Ext. 2895 (Weeks)).

THE QUEEN'S AWARD TO INDUSTRY

INDUSTRY IS reminded that the closing date for the receipt of applications for the 1966 Queen's Award to Industry is December 31.

Forms of application for the Award may be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

Note: In a statement in Parliament on August 3 the Prime Minister said that the Government had accepted the recommendations of the Committee under the chairmanship of HRH the Duke of Edinburgh, whose report was published on the same day by HM Stationery Office. The Awards, strictly limited in number, will be announced annually on April 21, the Queen's actual birthday.

Report of the Patents Liaison Group

THE GOVERNMENT have published as a White Paper (Cmd. 2835), a report by the Patents Liaison Group on the changes in United Kingdom patent law which are required to enable this country to ratify the Council of Europe Convention on the unification of certain points of substantive patent law, signed at Strasbourg in 1963.

Copies (price 1s. 6d.) can be obtained from HM Stationery Office and branches.

Note: The Patents Liaison Group was chaired by Mr. G. W. Tookey, QC, and its members represented the following organizations: International Association for the Protection of Industrial Property (British Group); Association of British Chambers of Commerce; British National Committee – International Chamber of Commerce; Chartered Institute of Patent Agents; Federation of British Industries (Now CBI); National Association of British Manufacturers; The General Council of the Bar; The Law Society; Trade Marks, Patents and Designs Federation.

The changes in United Kingdom patent law recommended by the Group include:

(i) a more up-to-date wording to express what shall be patentable (the present definition goes back to 1623),
(ii) abandoning the principle that an invention is considered new notwithstanding its publication or use abroad, provided that it has not been made known in this country. This conception dates from the days when travellers were encouraged, by the grant of monopolies, to seek out abroad and introduce here, worthwhile new manufactures. It finds no place in the laws of most other countries.

The Strasbourg Convention has been signed by Denmark, France, Federal Republic of Germany, Italy, Sweden, Switzerland, Belgium, Netherlands and Republic of Ireland as well as the United Kingdom.

The provisions of the Convention relate to:

(i) what constitutes a patentable invention,
(ii) the tests for novelty and obviousness,
(iii) the inclusion and effect of claims in a patent specification.

The object of the Convention was to bring the laws of European countries more closely into harmony on these points and thus make easier the establishment of some form of international patent. The provisions of this Convention have been incorporated verbatim in the draft Convention for a European Patent drawn by the Common Market countries in which the United Kingdom has expressed interest in joining.

Safety of life at sea 1960: extension of convention to Hong Kong

THE MERCHANT SHIPPING (Safety Convention) (Hong Kong) Order, 1965, came into operation on December 7. This Order extends to Hong Kong the provisions of the Merchant Shipping Act, 1964, subject to a number of modifications and exceptions, and thereby enables the United Kingdom Government to extend the International Convention for the Safety of Life at Sea, 1960, to Hong Kong from that date.

Copies of the Order (SI 1965 No. 2011) are available from HM Stationery Office, Kingsway, London, W.C.2, and branches, price 9d. (by post from HM Stationery Office, PO Box 569, London, S.E.1, price 1s.).

Further import prohibitions and exchange controls affecting Southern Rhodesia

FURTHER IMPORT prohibitions and exchange control restrictions affecting Southern Rhodesia were announced in Parliament on December 1 by Mr. Harold Wilson, the Prime Minister. (For earlier restrictions, including prohibition of imports of tobacco and sugar, see *Board of Trade Journal* of November 19, page 1213, and November 26, page 1262.)

In accordance with the Prime Minister's statements the Board of Trade announced on December 1 that imports of the following goods from Southern Rhodesia are prohibited as from December 6, 1965:

Asbestos.
Copper and copper products falling within tariff headings 74.01 to 74.08 inclusive.
Citrus fruit, whether or not fresh.
Fruit juices, unfermented.
Iron and steel products falling within tariff headings 73.01 to 73.20 inclusive.
Maize.
Meat and edible meat products falling within tariff headings 02.01 and 02.06.
Meat, prepared or preserved.
Meat extracts and meat juices.
Ores and concentrates of antimony, chromium, lithium and tantalum.
Tea.
Vegetables, dried.

Exceptionally, the Board of Trade may issue licences for such goods shown to the satisfaction of the Board to have been purchased and fully paid for (not merely contracted for) by British importers on or before December 1, 1965. Licences will not be valid after February 28, 1966.

Licences will not be required for the goods specified arriving in this country on or before December 22, 1965, which can be shown to the satisfaction of HM Customs to have been in transit from Southern Rhodesia on December 1.

Amendment No. 6 to the Open General Import Licence, removing the goods specified from the Licence, when imported from Southern Rhodesia, will be on sale shortly.

A notice to importers setting out the method of applying for licences is given below.

Note: The copper products referred to cover such forms as unwrought copper, wrought copper bars, plates and tubes and copper wire.

The iron and steel products include ingots and ferro-alloys, billets, bars, angles, sheets, wire, tubes and alloy steel.

The value to Rhodesia in 1964 of exports to the United Kingdom of the goods specified was approximately £8 million, of which asbestos was worth £3.3 million, meat and meat products £2.6 million, and ferro-chrome £8 million.

Notice to Importers No. 1128

IN NOTICE to Importers No. 1128, dated December 7, 1965, the Board of Trade have set out the licensing procedure for imports from Southern Rhodesia (pending the general prohibition of such imports) of the goods listed above.

As already announced, the Board may license the importation of the goods specified shown to their satisfaction to have been fully paid for (not merely contracted for) on or before December 1. Documentary evidence of payment should be enclosed with the licence application.

Licences will not be valid after February 28, 1966.

A separate application is not necessary for each shipment. A licence covering several shipments can be issued.

Licences will not be required for those goods arriving in this country on or before December 22, 1965, which can be shown to the satisfaction of HM Customs to have been in transit from Southern Rhodesia on December 1, 1965.

Amendment No. 6 to the Open General Import Licence, removing the goods concerned from Southern Rhodesia from the Licence is on sale at HM Stationery Office, Kingsway, London, W.C.1, and branches.

Applications, on Form ILB/A, should be sent to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4, from which application forms can also be obtained. Page 1 of the form should be completed, but on page 2 only the value and quantity of the licence applied for should be inserted. On page 3 and copies, the applicant's name and address, a description of goods and the country of consignment and origin (Southern Rhodesia) should be entered.

Warning

Importers are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition the import licence will be void from the date of issue, and any goods imported under it will be liable to forfeiture under the Customs Acts.

Exchange control

On December 1 HM Treasury announced the following new exchange control restrictions relating to transactions with Rhodesia.

Transfers of capital from the United Kingdom to Rhodesia have already been prohibited. Now a stop is placed on practically all current payments by United Kingdom residents to residents of Rhodesia, except where these arise out of permitted trade in goods.

Payments in sterling to and from Rhodesia sterling accounts will continue to be allowed in respect of trade in goods, and freight and insurance connected therewith, directly between Rhodesia and countries of the Sterling area to the extent that such trade is allowed by the Governments of the territories concerned. However, United Kingdom residents will not be allowed to merchant goods between Rhodesia and any other territory. For exports from the United Kingdom to Rhodesia no credit may be allowed. Payment must be made in full before shipment of the goods, which must be 'pre-entered' to Customs.

The arrangements previously announced are cancelled in regard to travel, wages and salaries, and contractual payments such as pensions, interest and dividends. In general no permissions will be given for such payments by United Kingdom residents to residents of Rhodesia until constitutional Government is restored in Rhodesia. So far as HM Government itself is concerned, money due to residents of Rhodesia for pensions or interest on Government stocks will be held back for the time being, and will be released as soon as normal relations can be resumed. British firms and others with similar obligations to Rhodesia are advised to adopt a similar procedure. There is no question of such obligations being repudiated; but they cannot be fulfilled in present circumstances.

In general, no permissions will be given for remittances by United Kingdom firms to subsidiaries or branches in Rhodesia. No United Kingdom bank facilities (loans, overdrafts, credits, acceptances, etc.) will be allowed to, or in favour of, firms or individuals in Rhodesia. United Kingdom firms are reminded that they may not place any sum to the credit of an account in their books in the name of a resident of Rhodesia, or make any payment on behalf of such a resident, without the permission of the Bank of England.

No facilities for travel to Rhodesia will be allowed except for approved official or business purposes. All applications must be referred to the Bank of England.

For the time being cash gifts from United Kingdom residents to individuals in Rhodesia will continue to be allowed, as already announced, up to an aggregate not exceeding £50 from November 11 until further notice.

Note: The new measures build on the general exchange control measures as announced on November 11 (see *Board of Trade Journal*, November 19, page 1213) and amplified on November 23 (see *Board of Trade Journal*, December 3, page 1324), but greatly intensify the restrictions.

The November 11 announcement referred to Orders made which

excluded Rhodesia from the Sterling area. All transactions between United Kingdom residents and residents of Rhodesia were henceforth subject to exchange control. Payments by United Kingdom residents to residents of Rhodesia could henceforth be made only in sterling to the sterling accounts of residents of Rhodesia with banks in the United Kingdom. These accounts became 'Rhodesian Accounts'.

Under the November 11 announcement capital dealings with Rhodesia were effectively blocked, but certain current payments were 'generally' to be allowed, including pensions, interest and dividends, wages and salaries. Such payments into Rhodesian Accounts are now forbidden. (Payments in connection with such imports from Rhodesia as are permitted were to be allowed, and are still allowed. This also applies in general to other Sterling area countries.)

The November 23 announcement (*inter alia*) limited to £250 the sum which United Kingdom residents would be permitted to draw for travel to Rhodesia. This allowance is now withdrawn.

Bank assets

HM TREASURY announce that under an Order in Council published on December 6, banks in the United Kingdom holding Southern Rhodesian bank assets can be required by the Treasury to supply information about such assets.

The Order is the Southern Rhodesia (Bank Assets) Order, 1965 No. 2050, made under the Southern Rhodesia Act, 1965, which came into operation on December 7. It authorizes the Treasury to require any bank to supply information about any assets which it has held, at any of its United Kingdom offices, at any time since November 11, 1965, on behalf of any Southern Rhodesian office of any bank.

Supplementary notice to exporters

HM TREASURY have issued the following Supplementary Notice to Exporters concerning Rhodesia:

A. Certain Orders have been made and Directions given under the Exchange Control Act 1947. As a result, Rhodesia is no longer part of the Scheduled Territories (for list see below), sterling accounts of residents of Rhodesia with Authorized Banks in the United Kingdom have been re-designated as Rhodesian Accounts and unless there is a specific Treasury Permission the export of goods to Rhodesia is prohibited unless the Customs are satisfied that adequate payment for them has been made in the prescribed manner prior to their export.

B. The detailed effect of these Orders and Directions in relation to exports from the United Kingdom is as follows.

C. First, Rhodesia is now a prescribed territory for the purposes of Section 23 of the Act. As a result any goods exported from the United Kingdom to any destination in Rhodesia are now subject to Exchange Control.

D. Secondly, the Treasury Permission which came into effect on December 16, 1963, and was published in the Notice to Exporters of December, 1963, no longer applies to exports from the United Kingdom or the Channel Islands to Rhodesia. The text of the directions which have effected this change is as follows:

'The Treasury, pursuant to paragraph D of the Treasury Permission (given under sections 23 and 37 of the Exchange Control Act 1947) which came into effect on December 16, 1963, hereby give the following directions:

1. Paragraphs A and B of the said Treasury Permission shall not apply in relation to the exportation of any goods to any destination in Southern Rhodesia.

2. These directions shall come into operation on December 1, 1965.'

E. Thirdly, section 23 of the Act has been amended in relation to exports to Rhodesia by the Exchange Control (Exports to Southern Rhodesia) Directions 1965 (Statutory Instrument 1965 No. 2039). As a result except with the specific permission of the Treasury, the exportation of goods to Rhodesia is prohibited by the Act unless the Commissioners of Customs and Excise* are satisfied—

(a) that payment for the goods has been made to a person resident in the United Kingdom* in the prescribed manner; and

(b) that the amount of the payment that has been made is such as to represent a return for the goods which is in all the circumstances satisfactory in the national interest.

F. Fourthly, the manner of payment prescribed (under section 23 of the Act) for exports has been altered. In respect of exports to a destination outside the Scheduled Territories and outside Rhodesia, the prescribed manner of payment continues to be payment in sterling from an External Account or payment in any specified currency, but payment may not be accepted from a Rhodesian Account. In respect of exports to a destination in Rhodesia, the prescribed manner of payment is payment in sterling from an External or a Rhodesian Account or payment in any specified currency.

G. No special procedure is required in respect of any consignment of goods the value of which is £10 or less. Any consignment worth more than £10 which is to be exported to Rhodesia must now be pre-entered to Customs and the Customs will require from the person making entry of the goods a declaration signed by such persons as the Customs may require and will prevent the exportation of such goods until both the required declaration has been delivered and they are satisfied as to the matters referred in paragraph E above. This declaration must be given on form CD7 which must be completed in respect of each consignment (excluding any consignment the value of which is £10 or less) exported to a destination in Rhodesia. Before presentation to Customs, the form must either be certified by an authorized banker in the United Kingdom to the effect that payment in the prescribed manner for the goods has in fact been received or be certified by the Bank of England to the effect that specific permission for the consignment to be exported has been given. Copies of form CD7 can be obtained from any Collector of Customs and Excise.

H. Exporters should mark their copies of the Treasury Permission of December, 1963, with a reminder that with effect from December 1, 1965, it no longer applies to exports to Rhodesia.

I. The footnote on page 1 of the Notice to Exporters of December 1963, should be amended to read as follows:

'The Scheduled Territories at present comprise the British Commonwealth (except Canada and Rhodesia), the Irish Republic, British Trust Territories, British Protectorates and Protected States, Burma, Iceland, the Hashemite Kingdom of Jordan, Kuwait, Libya, South Africa and South West Africa, Western Samoa.'

J. The second footnote on page 4 of the Notice to Exporters of December, 1963, should be amended to read as follows:

'The manner of payment currently prescribed for every class or description of goods exported to any destination outside the Scheduled Territories and outside Rhodesia is payment in sterling from an External Account or payment in any specified currency; payment may not be accepted from a Rhodesian Account. (Exports to Rhodesia need specific permission or they must be pre-entered to Customs and cannot be made until the Customs are satisfied as to the matters set out in paragraph E; the manner of payment currently prescribed for the exportation of goods to destinations in Rhodesia is payment in sterling from an External Account or from a Rhodesian Account or payment in any specified currency.) The specified currencies are: Austrian schillings, Belgian francs, Canadian dollars, Danish kroner, Deutschemark, French francs, Italian lire, Japanese yen, Netherlands guilders, Norwegian kroner, Portuguese escudos, Spanish pesetas, Swedish kronor, Swiss francs and United States dollars.'

* In the case of exports from the Channel Islands, the authorities to be satisfied are, in relation to Jersey, the Agent of the Imports and, in relation to Guernsey, the States Supervisor, and payment must have been made to a person resident in the United Kingdom or the Channel Islands.

Restriction of travel allowance

ATTENTION IS DRAWN to the new conditions notified by HM Treasury, under Section 1(2) of the Exchange Control Act 1947, that travellers to Rhodesia are permitted to buy foreign currency, travellers' cheques, etc. as travel allowance here and abroad, subject only to the following conditions. Except with specific Treasury permission, foreign currency and the proceeds of travellers' cheques, etc. acquired as travel allowance shall not be spent in Rhodesia, and no payments out of such foreign currency or such proceeds shall be made to any person resident for Exchange Control purposes in Rhodesia. This is in addition to the conditions notified in the Notice to Travellers and in the red warning slip issued to travellers when they obtain travel allowance.

Failure to comply with these conditions constitutes an offence against the Exchange Control Act 1947.

In general, applications from residents of the United Kingdom and other parts of the Scheduled Territories will be authorized only for *approved* official or business purposes.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during November in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers:

Additions:

Portfolio Selection Limited, 3 London Wall Buildings, London, E.C.2.

Exempted Dealers:

Additions:

Jessel Securities Limited, 16 Finsbury Circus, London, E.C.2.

Deletions:

Montreal Trust Company, 22 Wood Street, London, E.C.2.

Change of Address:

Close Brothers Ltd., Gillett House, 55 Basinghall Street, London, E.C.2.

Old Broad Street Securities Ltd., 39 King Street, London, E.C.2.

London and Yorkshire Trust Ltd., 3 London Wall Buildings, London, E.C.2.

Bentworth Trust Ltd., 55 Bishopsgate, London, E.C.2.

Authorized unit trust schemes

THE FOLLOWING changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act, and published in Part V of the 1965 Particulars of Dealers in Securities and of Unit Trusts.

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Additions: BRITANNIA UNIT TRUST MANAGERS LIMITED, 16 Finsbury Circus, London, E.C.2	Britannia Higher Income Trust.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
BRITANNIA UNIT TRUST MANAGERS LIMITED, 16 Finsbury Circus, London, E.C.2	Growth Industry and New Technology Trust.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
SCOTTISH SAVE AND PROSPER GROUP LIMITED, 5 St. Andrews Square, Edinburgh 2	Scottish High Yielding Unit Trust.	The Royal Bank of Scotland, St. Andrews Square, Edinburgh, 2.
LONDON WALL GROUP OF UNIT TRUSTS LIMITED, 56 Copthall Avenue, London, E.C.2	High Income Priority Trust of Scotland.	The Royal Bank of Scotland, St. Andrews Square, Edinburgh, 2.
LONDON WALL GROUP OF UNIT TRUSTS LIMITED, 56 Copthall Avenue, London, E.C.2	London Wall Financial Priority Units.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
INVESTMENT ASSURED SECURITIES LIMITED, 14 Queen Victoria Street, London, E.C.4.	Investment-Assured Income Trust.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.

Changes:

The name of the Selective Unit Trust Managers Limited has been changed to Britannia Unit Trust Managers Limited.

The address of the Britannia Group of Unit Trusts is now 16 Finsbury Circus, London, E.C.2.

Barclays Bank are now the Trustee of Growth with Security Trust in place of the National Bank Limited.

Scottish adding machine factory's 70 per cent export output

THE STRATHLEVEN (Dunbartonshire) factory of Burroughs Machines Ltd. reports a 40 per cent increase in production for 1965, and are confidently expecting a similar rise in 1966. This was stated on December 1 by Mr. Harry Gunn, manager of the factory, at a ceremony to mark the delivery of the 100,000th electric motor delivered to the factory for adding, calculating and validating machines by Fractional HP Motors Ltd., of Enfield.

Mr. Gunn said that there had been a build-up in orders for other machines, particularly for the United States market, which took 35 per cent of the output. 'We have taken on and trained 240 new employees and are expecting to want another 200 to 250 in the next year. At the moment we employ about 1,800 people at Strathleven – the total Burroughs work force here and at Cumbernauld is now 4,300 – and I can say that they are giving us splendid results.'

He also pointed out that the increase in output had brought an increase in exports. More than 70 per cent of the output had been sold overseas.

Burroughs opened their first factory in Britain on the Strathleven site in 1949 in a factory covering 156,660 sq. ft. Since then the figure had reached 312,528 sq. ft., and the company also operated a very large plant at the new town of Cumbernauld.

Advertising in Czechoslovakia

MADE IN PUBLICITY, the advertising agency of the Czechoslovak Government, are devoting the December issue of their monthly trade review *Made in* 65 to Anglo-Czechoslovak trade relations (see *Board of Trade Journal*, July 30, page 263). Mr. Douglas Jay, President of the Board of Trade, has sent a message to Made in Publicity for inclusion in this special issue.

Industrial design course organized in Scotland

A ONE-WEEK COURSE on industrial design has been organized by the Council of Industrial Design, Scottish Committee, in Scotland in February 1966 for senior design, development and marketing executives of the engineering industry. Two hundred letters and circulars have been sent out to industrialists and manufacturers inviting them to send representatives to the course which will be held at the Marine Hotel, Troon, Ayrshire. The course is limited to 16 members at an all-in cost of £42.

It is the first of its kind ever to be held in Scotland. The aim is to help Scottish industry to make and sell better products. Four British lecturers of international standing are speaking at the conference which runs from February 13-18. The engineering industry is responsible for £2,000 million worth of exports each year, and it is at the senior design staff, and development and sales executives of the engineering industry in Scotland that this course is aimed.

Asbestos-cement factory for N. Ireland

TURNER'S ASBESTOS Cement Co. Ltd. (a Turner & Newall Company) have acquired a 14-acre factory site at Ballyclare, between Belfast and Larne, Northern Ireland. The factory, when completed, and costing £500.000, will be the first asbestos-cement factory in Northern Ireland. Production should begin in about 12-15 months, and will employ about 120 people, mainly men, recruited locally.

New copyright orders

ORDERS IN COUNCIL were made recently under the Copyright Act, 1956, as follows:

The Copyright (Bechuanaland) Order, 1965 (SI 1965, No. 2009, price 9d., by post 1s.).

The Copyright (Cayman Islands) Order, 1965 (SI 1965, No. 2010, price 9d., by post 1s.).

These provide for the extension to Bechuanaland and the Cayman Islands respectively of the Copyright Act, 1956, and Orders in Council made thereunder.

Copies of the Orders may be obtained from HM Stationery Office at the usual addresses, or by post from HMSO, PO Box 569, London, S.E.1.

STATISTICS AND MARKET INTELLIGENCE LIBRARY

The Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4, will be closed from 5.30 p.m. on Thursday, December 23, until 9 a.m. on Tuesday, December 28, 1965.

Direct telex links to Canada and New Zealand

THE General Post Office announced on December 1 that telex customers in Britain could now dial their own calls direct to Canadian National-Canadian Pacific subscribers and to subscribers in New Zealand.

Canadian National-Canadian Pacific subscribers may be reached by dialling 206 followed by the Canadian telex number, of six to eight digits beginning with 0. Calls to Bell Telephone Co. of Canada (TWX) and Canadian Overseas Telecommunications Corporation (COTC) subscribers must still be connected by the International Telex Exchange in London (dial 29). New Zealand telex subscribers may be reached by dialling 2067 followed by the New Zealand four-digit number.

Calls dialled direct to either country cost £1 a minute, with a one-minute minimum; calls connected by the operator also are charged at £1 a minute, but with a three-minute minimum.

Testing of volumetric glassware and hydrometers

THE MINISTRY of Technology announce that the British Standards Institution Testing Centre at Hemel Hempstead will take over the testing of volumetric glassware and hydrometers from the Ministry's National Physical Laboratory on January 1, 1966. The BSI testing staff are receiving training at the Laboratory prior to the transfer and the test equipment used at the Laboratory will be installed at Hemel Hempstead. Approved items will be marked BST.

These arrangements have been made by NPL and BSI in consultation with The Glass Manufacturers' Federation.

Economic Trends - November 1965

THE NOVEMBER issue of Economic Trends, published on November 30 by the Central Statistical Office (HM Stationery Office, 6s.) contains two articles. The first, by the General Register Office is on the age structure and regional distribution of the United Kingdom population, 1964-1981. The second, by the Board of Trade, is on acquisitions and amalgamations of quoted companies, 1962-1963.

NEW
ROLL-ON/ROLL-OFF FERRY
TOR ANGLIA

Immingham—Amsterdam 13 hours
Immingham—Gothenburg 26 hours
From Spring 1966

Maximum speed 23 knots. Fast loading and unloading. Capacity 120,000 tons trailer-carried cargo per year Immingham—Gothenburg and vice versa. Permanent space for at least 100 motor cars and accommodation for 980 passengers.

Plenty of space also for any combination of trailers/coaches/caravans/cars/containers/general cargo. Connections for refrigerated and heated trailers. Free height on loading deck 14 feet.

Further information from
TOR LINE, West Gate, King's Dock, Immingham, Grimsby.
Telephone: Immingham 771.
Telegrams: Ferryterm Immingham.

TOR LINE

Sending money to Kuwait

THE General Post Office announce that Kuwait will cease to issue and pay British Postal Orders after December 31. This results from a decision by the Kuwait postal administration to withdraw from the British Postal Order Service. People wishing to send money to Kuwait may use the Money Order Service, which will continue unchanged.

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
-and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

The general theme that this is a personal, confidential service to British businessmen is maintained. Emphasis is placed upon the assistance which can be given to businessmen travelling abroad, on market information, on finding a good agent, on Board of Trade publications for exporters, on the *Board of Trade Journal* itself and on trading with EFTA countries.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

BTA open new office in Brussels

A NEW BRITISH Travel Association office was opened at 144 Boulevard Adolphe Max, Brussels, 1 on December 3 by Sir Roderick Barclay, HM Ambassador in Belgium. The Association – which already has branches in 16 overseas countries – has opened offices in Tokyo and Madrid during the past two months.

At the ceremony in Brussels, Lord Geddes, chairman of the BTA, said the annual number of Belgian visitors to Britain had risen from 75,000 to 95,000 during the past three years. The opening of the new office would lead to greater increases in the future.

With Lord Geddes at the opening ceremony were Mr. L. J. Lickorish, general manager of the BTA, and Vice-Admiral Sir William Crawford, the Association's Inspector of Overseas Offices.

The office manager is Mr. Colin Kerr.

British shipbuilding prospect for Denmark

CLYDE SHIPBUILDERS have been told that prospects for building ships for Danish owners are better now than for many years. This was the message carried by Mr. P. Stobart, Commercial Counsellor, and Commander H. Julian, Naval Attaché, from the British Embassy in Copenhagen during a two-day visit to shipyards on the river.

Mr. Stobart said that Denmark did not have the capacity to build ships up to their requirements, and he was sure that Danish owners were taking far greater interest in the possibility of having ships built in Britain. This, he said, was due mainly to improved credit facilities and the impressive modernization schemes which British yards had been undertaking. 'Two orders have been placed this year in Britain by Danish owners – one with the Burntisland shipyard on the east coast of Scotland – and this seems to indicate that the tide is turning.'

Commander Julian said there were also hopes that Denmark might place orders in Britain for naval craft. There was always the possibility of interesting the Danes in frigates. Already they had bought torpedo boats from Britain and built others under licence, and he felt there was room for development in this field.

The main purpose of the visit was to tell British shipbuilders of the trading possibilities with Denmark and also to see for themselves what was happening in the industry. Mr. Stobart said it was important that they should be able to give potential buyers a full account, based on first-hand experience, of the facilities available. These included the Firth of Clyde dry dock, which might prove very attractive now that Denmark was building for itself a 100,000-ton tanker.

Commonwealth Trade Officials meeting

THE COMMONWEALTH Secretariat at Marlborough House issued the following press statement on December 3:

'Following on decisions of the Commonwealth Prime Ministers' Conference of June, Trade Officials of all Commonwealth countries met at Marlborough House, London, from November 29 to December 3 to prepare for a meeting of Commonwealth Trade Ministers that it is proposed will be held in the first half of next year.

The meeting had the assistance of the recently established Commonwealth Secretariat. The discussions covered an exchange of views on the international trade situation, trade in commodities, trade in manufactures and semi-manufactures, general matters relating to Commonwealth trade and the trade prospects of Commonwealth countries.

The Conference also discussed the question of economic measures against Rhodesia with special reference to the position of Zambia. It noted the measures taken by Commonwealth Governments and discussed suggestions for further Commonwealth co-operation.

All proposals discussed at the meeting will now be submitted to Commonwealth Governments for their consideration.'

Government bookshop in Manchester

HM STATIONERY OFFICE announce that the Government Bookshop in Manchester has moved from 39 King Street to new premises at Brazennose Street, Manchester 2.

Patents endorsed 'Licenses of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	November 4, 1965	
852,280	The British Rubber Producers Research Association	Natural rubber latex.
889,133	Howard, S. Cooke & Co. Ltd.	Pipe joints.
897,170	Fiat, S.p.A.	Air-cooled engines.
912,043	Becker, Otto Alfred	Filing cabinets.
912,044	Becker, Otto Alfred	Filing cabinets.
918,383	Gowans, Robert Anderson	Animal trap.
923,478	Societe Rateau	Rockable-shoe bearing.
950,985	Fiat, S.p.A.	Epicyclic change-speed gearing.
959,319	Societe Rateau and Rene Anxionnaz	Turbine power plant.
987,187	Compagnie d'Ingenieurs et Techniciens d'Etudes (C.I.T.E.)	Joint for constructional works.
	November 8, 1965	
742,392	M.E.P. Co. Ltd.	Shifting boards and trunk feeders for ships' holds.
762,969	Coal Industry (Patents) Ltd.	Hydraulic devices.
788,088	Heydenreich, Friederike	Artificial teeth.
789,540	M.E.P. Co. Ltd.	Means for supporting shifting boards in ships' holds.
849,716	United States Atomic Energy Commission	Positioning of neutron-absorbing material within a nuclear reactor.
853,693	M.E.P. Co. Ltd.	Ships' lifeboats.
871,642	Kali-Chemie Akt.Ges.	Hydrides of tin.
884,082	United States Atomic Energy Commission	Electrical coil structure.
884,666	United States Atomic Energy Commission	Uranium tetrafloride.
884,719	United States Atomic Energy Commission	Plasma discharge apparatus.
987,808	United States Atomic Energy Commission	Palladium catalyst for liquid phase combination of hydrogen and oxygen.
899,244	M.E.P. Co. Ltd.	Trunked feeders and bins for ships.
900,418	Becker, Otto Alfred	File indexing for superposed drawings.
902,806	Akt. Ges. Brown, Boveri & Cie.	Polyphase current converters.
905,111	Bergenheim, Karl Hilding Torsten	Load weighing devices for lorries.
907,748	M.E.P. Co. Ltd.	Hatch covers and cargo anti-shifting boards.
926,162	The Natural Rubber Producers' Research Association	Preservation of rubber latices.
959,407	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara RT.	Production of 1, 6-dibronic-1, 6-didesoxy-D-mannitol.
984,311	M.E.P. Co. Ltd.	Lockers.
986,571	Gevaert Photo-Production N.V.	Optical sensitizers.
988,860	Eternit S.p.A.	Electrical insulation for railway lines.
990,627	Gevaert Photo-Production N.V.	Non-migratory colour couplers for yellow.
	November 10, 1965	
844,833	United States Atomic Energy Commission	Nuclear reactor fuel preparing method.
891,676	Glaenzer Spicer S.A.	Flexible coupling.
895,453	Diefenbach, Giorgio	Filter elements.
898,618	Vockenbuber, Karl	Cameras.
902,863	Soc.p.Az. R. D. Diana & Co.	Plastic container necks.
990,568	Reekie, John Masson	Agricultural machine.
991,875	Lancaster & Tonge	Strainers.
998,649	Solvay & Cie.	Sodium perborate.
	November 12, 1965	
782,921	Wharton Engineers (Elstree) Ltd.	Tractor vehicles with trailers.
885,637	Stulz, Albert	Combined juice extractor and shredder.
983,110	Hunger, Helmut	Adaptor for underwater television cameras
	November, 16 1965	
834,360	United States Atomic Energy Commission	Uranium recovery process.
889,170	Houilleres du Bassin du Nord et du Pas-de-Calais	Polyformaldehyde.
900,399	Atkron Inc.	Box opening etc., apparatus.
933,207	S.P.A. Guiseppe Ratti Industria Italiana Occhiali	Hinges for spectacles.
	November 18, 1965	
876,008	Ethyl Corporation	Vinyl alkali metal compounds.
	November 19, 1965	
769,721	Box Fasteners Ltd.	Pipe joints.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded, by a contract in which the claimant is interested, from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Cancellation

UNDER SECTION 36 of the Patents Act, 1949 the Endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on the date stated:

October 28, 1965.

NUMBER	GRANTEE	SUBJECT-MATTER
909,886	Lehner-Stirnemann, Max	Carton folding machine.

GORDON GRANT,
Comptroller-General.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, NOVEMBER 30

Imports of Rhodesian tobacco

Asked what the estimated cost in dollars per annum would be for the purchase abroad of an equivalent quantity of Virginian tobacco to that purchased in the past 12 months from Southern Rhodesia, the President answered that it was estimated that the additional cost of replacing our Rhodesian imports from dollar sources would be relatively small.

Misrepresentations Bill

A Bill to amend the law relating to innocent misrepresentations and to amend sections 11 and 35 of the Sale of Goods Act, 1893, was presented in Parliament on November 30 and is on sale from HMSO as Bill 22, price 9d.

WEDNESDAY, DECEMBER 1

Encouragement of export trade

Mr. Douglas Jay, President of the Board of Trade, was asked if he would state the amount annually provided by HM Government for the encouragement of export trade and available through the British National Export Council for distribution.

The President replied that the estimates provided for a grant in aid to the British National Export Council of up to £493,000 in 1965-66, including provision for assistance to collective trade missions and market research. The amount of the grant for 1966-67 was now under consideration.

Asked how many countries operated permanent trade centres in the United Kingdom; and how many permanent overseas trade centres were operated by his department or in co-operation with other departments, the President said: 'I understand that four countries operate permanent trade centres in the United Kingdom. My department does not operate permanent trade centres overseas either on its own or in co-operation with other departments. We are however supporting the initiative of the British American Chamber of Commerce in setting up a British Trade Centre in New York which is to open next summer.'

Engineering industries transferred to Ministry of Technology

The text of the Prime Minister's statement regarding the transfer of sponsorship of the engineering industries from the Board of Trade to the Ministry of Technology is given on page 1362 of this issue).

THURSDAY, DECEMBER 2

Textile imports from Hong Kong

Asked when he would announce details of the textiles imports quota from Hong Kong due to come into force in 1966, the President said that he had agreed that Hong Kong could, after January 1, export up to half the quota proposed for her in 1966. This would keep trade moving while international discussions proceeded on his proposals as a whole.

Rhodesian tobacco imports

The President was asked when, and in what quantity, he expected a shortfall in normal requirements of Rhodesian tobacco; and whether he would give an assurance that HM Government would not allow the United Kingdom's balance of trade with the dollar area to be adversely affected as a result of the cessation of Rhodesian tobacco imports.

He replied: 'The 1964/5 crop of Rhodesian tobacco has already been sold, and purchases of the 1965/6 crop would normally begin next spring. Whether there will be a shortfall in Rhodesian supplies next year cannot at present be foreseen. Any transfer of import purchases from one country to another is bound to affect our balance of trade with both countries: but our overall balance of payments is not significantly affected by the source from which we purchase our tobacco requirements.'

Cost of Princess Margaret's United States visit

The President was asked what arrangements were made by him for and during the visit of HRH Princess Margaret to the United States of America; and at what cost.

He replied: None, sir. Her Royal Highness visited promotions of British goods at shops in New York and Los Angeles, and attended British fashion shows in Los Angeles and San Francisco. These arrangements were not however made by my Department, and no costs in connection with Her Royal Highness's visit were incurred by the Board.'

Discouraging take-overs

Asked if he would give an assurance that he would not use his powers in the field of monopolies and mergers or under the Companies Act 1948, to discourage take-overs such as that of Lewis's Investment Trust by the British Shoe Corporation, the President replied that the Board of Trade would use its powers under the Monopolies and Mergers Act 1965 only where take-overs appeared to be against the public interest. Individual cases were considered on their merits. The Board had no power under the Companies Act 1948 to discourage particular take-overs.

Exports of British nuclear power

The President was asked what steps were being taken to promote the exports of British nuclear power, particularly in view of developments of the advanced gas-cooled reactor; and what action he was taking to promote such achievements in countries in Eastern Europe and elsewhere, where there was declared policy for increased energy supply by nuclear means and expansion in industry. The President replied that all overseas missions, including those in Eastern Europe, had been fully informed of British achievements in nuclear power, particularly the development of the advanced gas-cooled reactor. They were doing all they could to see that these achievements were widely known. The United Kingdom Atomic Energy Authority and the United Kingdom manufacturers were also very active in promoting our exports: and the Board of Trade were doing everything possible to support these efforts.

Study of increased exports

Asked what study had been made of the reasons for the 4 per cent increase in exports during 1964, the President said: 'Our export performance is under continuous study. An analysis of United Kingdom exports in 1964 was given in the *Board of Trade Journal* of January 29, 1965; and a review of our exports in 1964 in relation to those of our main competitors was published in last week's issue (December 3) of the *Board of Trade Journal*.'

Export promotion in Scotland

Asked whether there was a branch of the Export Services Department in Scotland, the President answered that the Board of Trade Office for Scotland was responsible for export promotion work in Scotland. The Export Section of that Office provided a full range of Government services for exporters in the closest collaboration not only with Export Services Branch but with all other branches of the Board of Trade concerned with export promotion work.

Translation facilities for small firms

A Member asked the President if he would take steps to make available facilities for translation of documents for small firms anxious to export their goods to foreign markets who had no such facilities of their own. The President replied that he was not convinced that this was necessary or practicable. Commercial facilities were available, and advice about them could be obtained from trade organizations and the Board of Trade. British missions overseas were always ready to suggest suitable local concerns to undertake this work.

Overseas fairs

Asked how many British trade fairs or British trade weeks had been held so far in the United States of America in 1965; and how many were planned for 1966, the President said that British industries had taken part in eight trade fairs in the United States during 1965, and 28 department store promotions of British goods had been supported by the Board of Trade. The numbers of both types of events next year were expected to be about the same.

Jobs as the result of pit closures

In reply to a questioner who asked if he would consult the Minister of Power and the National Coal Board with a view to assessing the number of new jobs likely to be required as a result of the pit closures announced on November 18, Mr. George Darling, Minister of State, Board of Trade, said the President would be dealing generally with these matters in a later debate. There was full consultation locally between the Board of Trade Controllers and representatives of the National Coal Board.

Exports of computers

The President was asked what was the estimated value of United Kingdom exports for the electronics and computer industries at the most recent convenient date; and what share of these figures, respectively, represent sales of United Kingdom companies and sales of United Kingdom subsidiaries of overseas companies. In reply Mr. Mason said £105 million in the first 10 months of this year. He had insufficient information to answer the second part of the question.

TUESDAY, DECEMBER 7

BMC-Pressed Steel merger

The President was asked whether he had yet received the report of the Monopolies Commission on the merger of the British Motor Corporation and Pressed Steel. In reply he said: 'Yes. I received the Commission report on November 26. Its conclusion is that this merger does not operate and may not be expected to operate against the public interest. I accept this conclusion. I shall be laying the Commission's report before Parliament and publishing as soon as possible.'

New Books

Foreign Skills and Technical Assistance in Economic Development. Organization for Economic Co-operation and Development (104 pages. 15s., by post 15s. 7d., from HM Stationery Office and Government bookshops). The author, Angus Maddison, formerly Director of Technical Co-operation in the OECD, tackles the problem of technical assistance from an entirely new angle. He considers it deliberately as one element of the whole process of transferring knowledge and skills between countries at different levels of development. This 'quantification' of intellectual transfer does not mean that the author considers it as an ordinary commodity, but that he has tried to provide a frame of reference which may help economists and policy makers in both aid-giving and aid-receiving countries to improve the efficiency of technical assistance. He queries whether it will be enough to increase loans and send more experts for the economies of the developing countries to expand accordingly. Indeed some experts believe that the most pressing problem lies in the improvement of the utilization of the resources now available, by better adapting them to the real needs of the developing countries. The study concludes with a bibliography, one section of which lists material on individual technical assistance donors, and another material on problems in selected developing countries.

Trade in the Common Market Countries, by A. E. Walsh and John Paxton (111 pages. £10 10s. from A. E. Walsh & Partners Ltd., 92 New Cavendish Street, London W.1). This statistical summary has been compiled with a view to helping actual and potential exporters to assess the markets for imports in the European Economic Community; where the imports come from; and, in each country, what relation imports bear to exports of similar commodities. In Part I there are tables for each of the EEC countries showing total imports in 1963 under 180 commodity headings, the share of these imports attributable to the various supplying countries, and the export/import ratio for each commodity. Part II comprises trading accounts, extracted from input-output statistics for 1959 published about a year ago, for some 18 basic industries in the Common Market countries. These depict the economic structure of these industries in each Common Market country; and would enable a firm to compare its own trading accounts with those for the industry as a whole in any one country. The remaining Parts contain some miscellaneous statistics of production, consumption and trade for certain commodities. Apart from one United States Department of Commerce publication, all the basic statistics used have been taken from published OECD and EEC sources; a considerable amount of work has been done on these statistics, however, and this publication would be of value to those who need this information.

The National Plan: its Contribution to Growth, by Geoffrey Denton (28 pages. Political and Economic Planning, Despatch Department, 98 Kingston Road, London S.W.19. 6s.). Earlier this year, PEP published Mr. Denton's pamphlet *Planning for Growth* (*Planning*, vol. 31, no. 487, March 1965), which examined the development of institutions and policy for faster growth in the light of the work of the National Economic Development Council and the Department of Economic Affairs in the first months of its existence. The present pamphlet, also published as an issue of *Planning* (vol. 31, no. 493, November 1965), is intended to complement the earlier analysis, and concentrates on the nature and purpose of the Plan itself. Mr. Denton examines the Plan in its various aspects: as a co-ordinated national market forecast; as a set of targets intended to affect demand expectations; as a study of the feasibility of a particular rate of growth; and as a form of directive to the public sector and a guide to private industry. Mr. Denton's pamphlets have been in effect interim reports on the study of British planning which he is contributing to the PEP study of economic planning and policies for growth in Britain, France and Germany. This is now announced for publication in mid-1966.

Kelly's Alphabet for Hemel Hempstead, 1965 (104 pages. Kelly's Directories Ltd., Neville House, Eden Street, Kingston-upon-Thames, Surrey. 3s.). Described as 'a ready-reference guide to the life and business of the Borough', this is the first of a new series of publications from this well-known firm of directory publishers. It comprises a single alphabetical subject index to local manufacturers, shops and other services, the professions, local societies, central and local government departments, public bodies, and social services.

Removing Obstacles to Automation (48 pages. Foundation on Automation and Employment Ltd., Norwich House, 13 Southampton Place, London W.C.1, 6s. including postage), is the summary report of the conference sponsored by the Foundation. The purpose behind the conference was to discuss ways and means of removing obstacles to the more rapid introduction of automation in commercial and manufacturing enterprises. Papers given at the conference included 'A Trade Union View', by Mr. Leslie Cannon (President of the Electrical Trades Union); and 'A Management View', by Mr. John E. H. Davies (Vice-Chairman of Shell-Mex and BP Ltd., and Director-General-designate of the Confederation of British Industry). Mr. Cousins, the Minister of Technology, spoke, and the summing-up was given by Mr. Allen Flanders, of Nuffield College, Oxford. The booklet gives a summary of the discussions.

About Buying Furniture, by the Consumer Council (23 pages. Consumer Council, 3 Cornwall Terrace, London N.W.1, 6d.), is the Council's second booklet in the *About shopping* series. It has chapters on What to buy, Where to buy, How to buy, What it is made of, How it is made, and The Salesman and delivery. The booklet is designed to help the purchaser decide what will suit him best. It suggests the questions which should be asked when buying, and ways of avoiding costly mistakes. The 'How to buy' chapter discusses the ergonomic principles that should guide the purchaser, and suggests ways in which the strength of chairs and tables can readily be tested and the wearing qualities of fabrics assessed. The booklet contains a list of the Design Centres throughout the country and of the addresses of organizations which will investigate shoppers' complaints.

Policies and Methods for Industrial Development, by Murray D. Bryce (309 pages. McGraw-Hill, 60s.). Intended as a supplement to the author's *Industrial Development*, this book emphasizes the practical approach and deals with the problems of creating a successful industrial development programme. It is based mainly on the author's experience as a consultant over the past five years. He describes the proved standard approaches for accelerating industrial development, advocates incentives such as tax exemption, and attacks measures such as overprotection which are, in his opinion, harmful to sound industrial development. There is a useful select annotated bibliography.

Timber at War; an Account of the Organization and Activities of the Timber Control, 1939-1945, by Frank H. House (331 pages. Ernest Benn Ltd., 70s.). During the second world war the Timber Control was the largest, and probably the best known, of the government control agencies in the field of raw materials, being the monopoly buyer and seller of a commodity that was in enormous demand for both military and civilian purposes. Mr. House, who was himself on the staff of the Control, has provided a record of its work during the war years in some considerable detail. The first three chapters provide a general historical survey and description of the control machinery; subsequent chapters describe the work of the individual Branches and Area Offices at length. The book is well illustrated and contains a statistical appendix, but there is no index.

History of the Timber Trade Federation of the United Kingdom, by Bryan Latham (176 pages. Ernest Benn Ltd., 35s.). Written by a former president, this book comprises a year by year account of the activities of the Timber Trade Federation in the 70 years from its establishment in 1893. It throws many sidelights on the history of the trade itself, and on its relations with government, in a period that has seen the two world wars and the great depression of the thirties.

Government Publications, Sectional List No. 51: Board of Trade, Revised to April 30, 1965 (15 pages. Available free from the Librarian, Board of Trade, 1 Victoria Street, London S.W.1 (Abbey 7877, Ext. 3038) or from HM Stationery Office and Government bookshops). This is a list of the most important publications for which the Board of Trade has been responsible since 1955, as well as some earlier publications which are still in print. Publications on shipping and shipbuilding, safety at sea, navigational aids and boiler explosions, responsibility for which was transferred to the Board of Trade on February 8, 1965, have not been included, but will be dealt with in future editions.

Annual Review of Agricultural Trade, 1965 European Free Trade Association (38 pages. 5s., by post 5s. 5d., from HM Stationery Office and Government bookshops). The review surveys trends in the agricultural trade of the EFTA countries, and draws attention to recent changes in national agricultural policies.

Nomenclature for the Classification of Goods in Customs Tariffs. In the notice published on the New Books page of the *Board of Trade Journal* on October 22, 1965, page 956, it was stated that both the basic looseleaf volume and the amending supplements could be obtained from HM Stationery Office. In fact HM Stationery Office is acting as sales agent only for the basic volume (price £5 7s. 6d., by post £5 10s. 6d.), and the annual subscription for the amending supplements must be placed direct with the Customs Co-operation Council, 40 rue Washington, Brussels 5.

Other publications

BRITISH COMMONWEALTH AND INTERNATIONAL TRADES INDEX (INCORPORATING THE BRITISH EMPIRE TRADES INDEX). Classified trades lists of principal business houses with their cable, postal addresses and telephone numbers, in the British Commonwealth and United Nations, 1965-66 edition. 836 pages. Business Dictionaries Ltd., Sell's House, 39 East Street, Epsom, Surrey. 55s. including postage.

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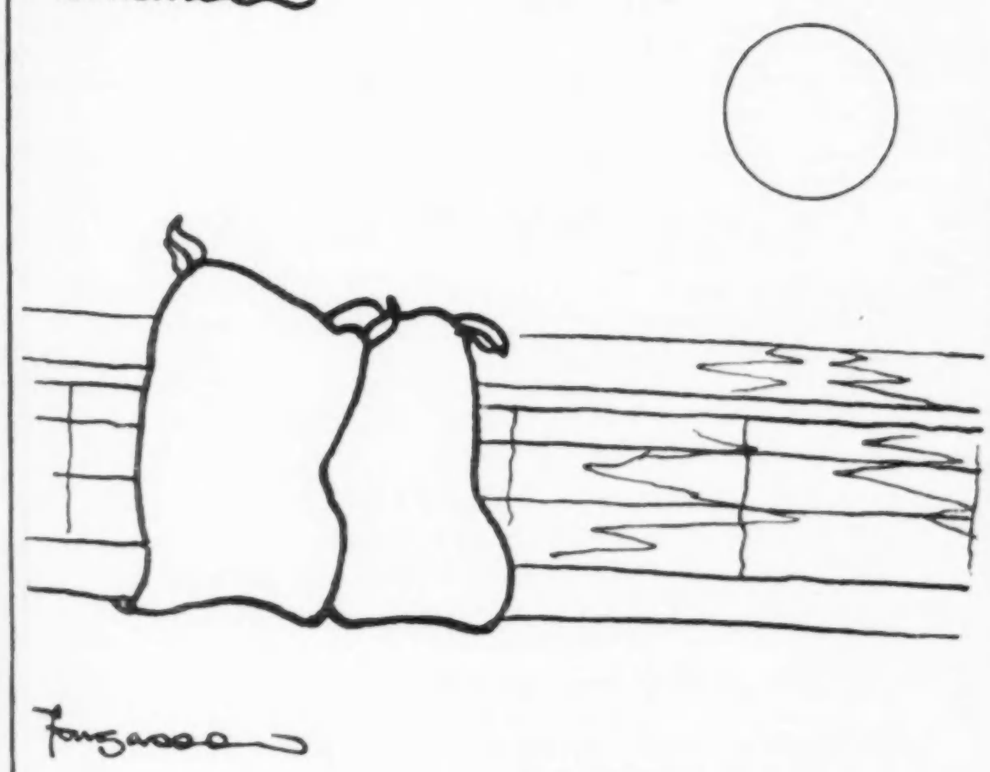

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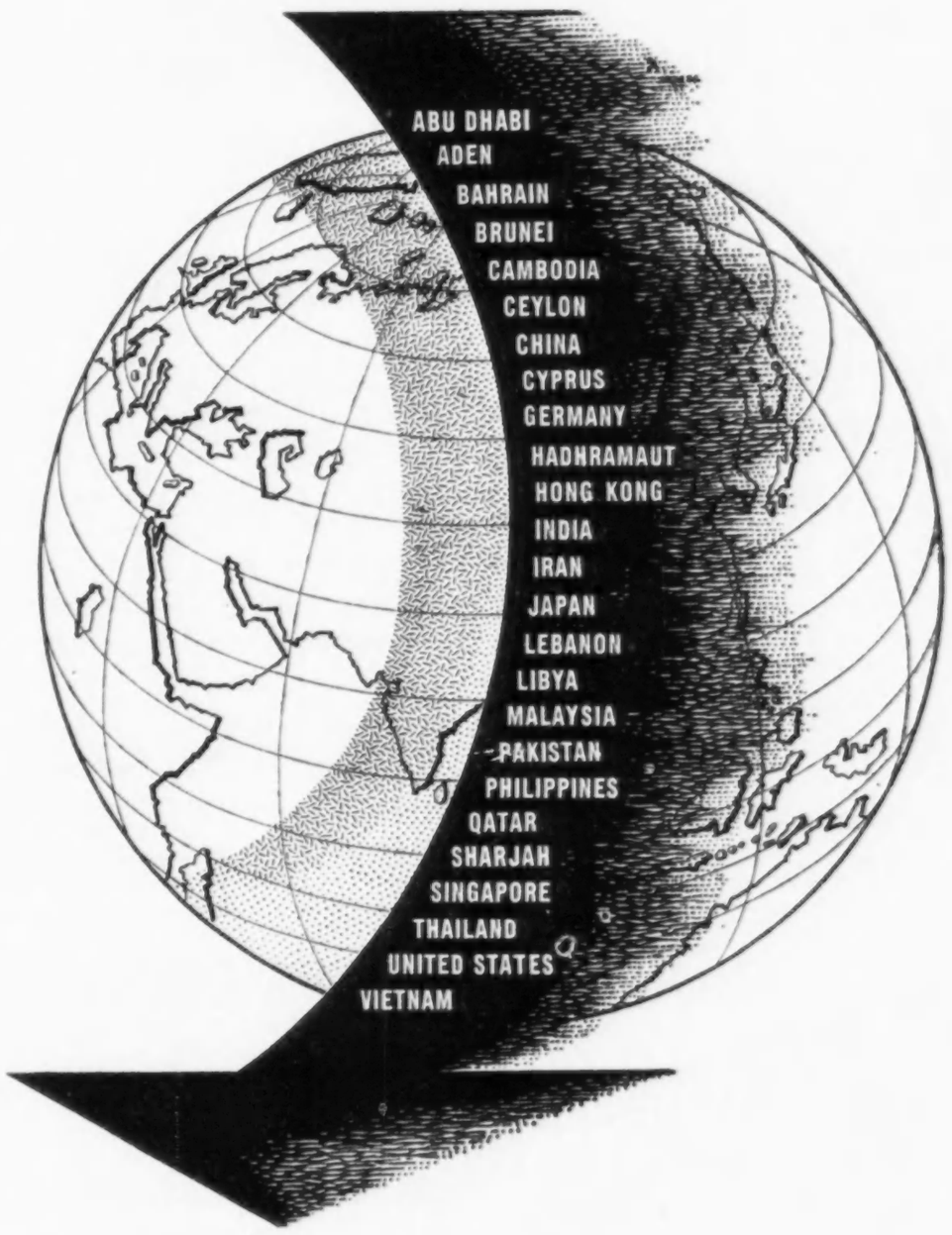

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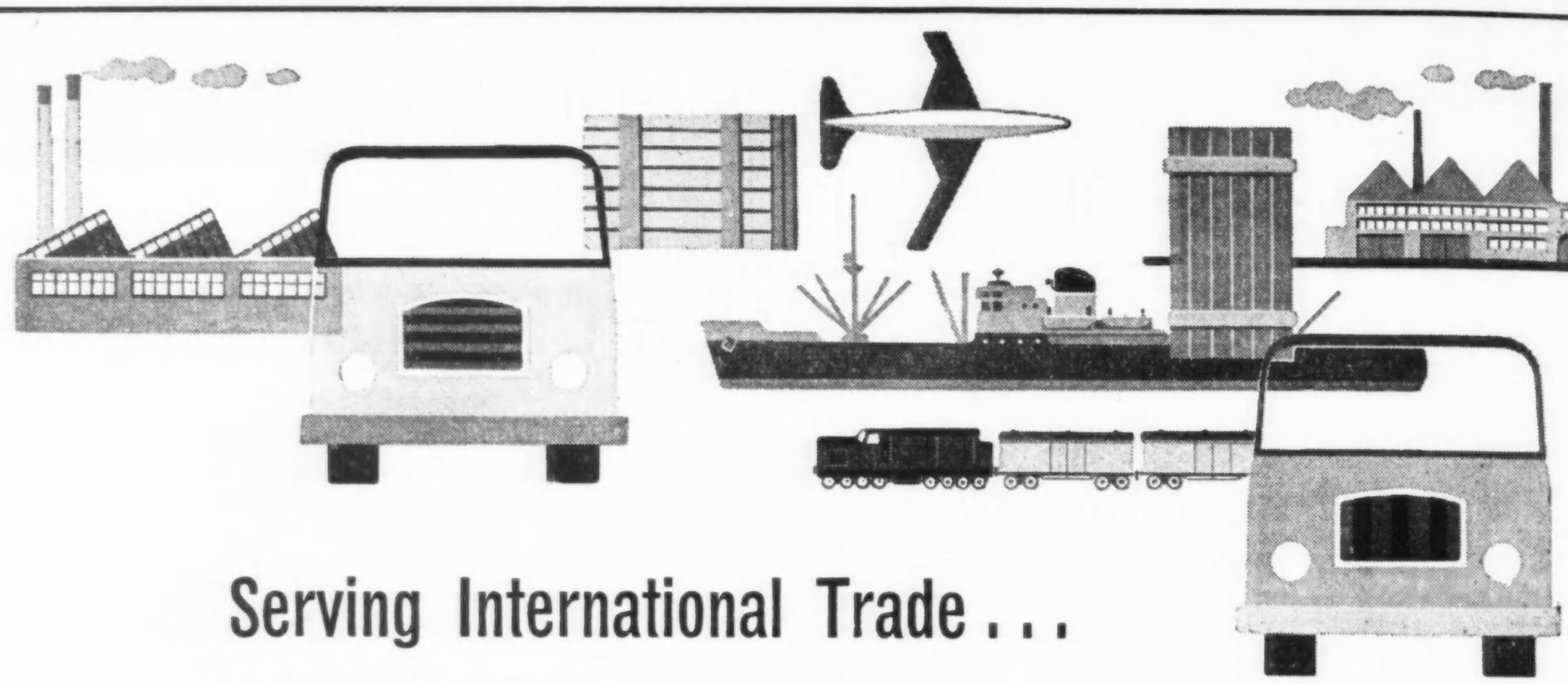

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Applications for Tender Forms should be made to the Secretary, Section 7, Secretaries' Office, H.M. Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains 793 films and 43 filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 15	Miscellaneous stores and equipment	No. 7 Maintenance Unit, R.A.F., Quedgeley	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include:

Petrol electric generating sets; petrol engines including J.A.P., Coventry Climax, Villiers, etc.; Tangye diesel generating set; Lister generating set; Perkins diesel S6M marine engine; vehicle tyres; portable cranes and ramps; anchors; carpenters', fitters' and tinsmiths' tools; micrometers and verniers, etc.; diving equipment; gymnasium equipment; 'Dandy' brushes and kennel chains; canvas belting (6 in.); wooden engine cases; miscellaneous office and household equipment; wall clocks; carpets, rugs and curtains; white blankets (approx. 10,000), mattress covers, pillows and bolsters, etc.; furniture, including wardrobes, chests of drawers, dining room suites, bureaux, etc., including items in single lots to suit the private buyer; miscellaneous vehicle, marine and aircraft spares.

1966	Stores	Location	Auctioneers
Jan. 7	Miscellaneous stores and equipment	No. 35 Maintenance Unit, R.A.F., Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).
Jan. 12	Miscellaneous stores and equipment	No. 16 Maintenance Unit, R.A.F., Stafford	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

CORRECTION

In the *Board of Trade Journal* of December 3, page 1329, the date of the sale concerning miscellaneous stores and equipment at No. 35 Maintenance Unit, R.A.F., Heywood, was wrongly stated as January 17. This should have read January 7.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Dec. 14	Vehicles and earth moving equipment including:	Ordnance Storage and Disposal Depot, Ruddington, Nottingham.	Walker, Walter & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).

250 saloons and estate cars, including Princess limousines; Ford Anglias; Popular; Prefects and Consuls Mk. II and 375; Morris Minors; Oxford Farinas; Standard Vanguard and Vignale saloons and estate cars; 115 Land Rovers; 300 Austin 'Champs'; coaches; heavy duty trucks and tractors by A.E.C., Bedford, Jenson, Leyland, Scammell and Thornycroft; hydraulic tippers; low loading, light recovery, platform, office and other types of load carrying and dual purpose vehicles; excavators by N.K.C. and Ruston Bucyrus; mobile cranes by Coles, Hyster, Ransomes and Rapier and Taylor; scrapers; snow ploughs; factory trucks; 130 lots of plant ancillaries and spares by Blaw Knox, Caterpillar, Jones, Le Tourneau; Ruston Bucyrus, Smiths and Vickers; 150 solo and box combination motor cycles by B.S.A., Douglas, Vespa, Matchless, Triumph and Velocette.

Dec. 16	Plant, miscellaneous stores and clothing, including:	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).

100 binoculars 7 by 50; R106 reception sets; Murex 4 and 8 cyl. petrol engined welding plants; Heenan & Froude DPX.1 dynamometer; Evinrude 50 h.p. outboard motors; trailer fire pumps; roller conveyors; hydraulic and other jacks; engineers and other vices; metal pallets; small tools and tool kits; M.T. equipment and spares; 300 batteries (6V. 100 Amp.); charging plants; electric cable; jerrycans; tubular racking couplings; used tyres; B.D. blouses and trousers; greatcoats; raincoats; ankle boots and shoes; suits, leather jerkins and other clothing; tables and miscellaneous furniture; tubular stacking and other chairs; suitcases; curtains; webbing haversacks; kitchen equipment; white and coloured blankets; mattresses; scrap batteries; canvas, rags and woollens.

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of Sales. Price 1s. 0d. (*Postal Orders only*).

BY ORDER OF THE SECRETARY OF STATE FOR DEFENCE

Breighton, East Riding of Yorkshire. 8 miles Selby, 6 miles Howden. 354 acres of Freehold Agricultural Land mostly with Vacant Possession including a modern Detached house, numerous buildings and land. Suitable for a variety of Industrial, Distribution or Storage purposes and being the major part of the former Breighton Airfield, will be offered for Sale by Auction in eight convenient lots by Richard Pratt & Son on Friday, December 17, 1965, at the George Hotel, Selby, at 2.15 p.m. Vacant possession of all but 22·204 acres on completion.

The buildings include a Modern Detached House having four bedrooms and two reception rooms, etc., with garage standing in over ¼ acre of ground, an excellent steel framed, aluminium clad shed extending to about 12,600 sq. ft. with 2 ton overhead electric travelling crane, brick built workshop, timber mess hall with bar, refrigerator, and Tuvec heaters, and many other useful buildings.

Each Lot is well served with useful concrete roadways, with Vacant Possession on completion.

For Catalogues and permission to view apply to the Auctioneers: R. Pratt & Son, 2 Park Street, Selby. (Tel. Selby 111).

By Order of the Secretary of State for Defence

Full Sutton, East Riding of Yorkshire, 11 miles York, 2 miles Stamford Bridge. R. M. English & Son, Ltd., will sell by auction on Wednesday, January 26, 1966, at The Feathers Hotel, Pocklington, at 3.00 p.m., 490 acres of excellent well drained Freehold Agricultural Land, almost all with Vacant Possession. Three T.2 Hangars, Buildings and Land, suitable for a variety of industrial, distributive and storage purposes, being the major portion of the former: Full Sutton Airfield, to be sold in 15 convenient lots.

Particulars and Plans in the course of preparation apply: Messrs. R. M. English & Son, Ltd., Pocklington, York. (Tel. Pocklington 2106 and 3198).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,140	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+532	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+20	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	158	138	162	189	159	+ 56	+ 49	—11	+11
2nd quarter	126	131	152	145	123	107	159	127	164	182	164	+ 85	+ 83	—15	+ 6
3rd quarter		132*				108		130*	153*				+ 71*	+ 9*	+19
1965															
April	..	131	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	132*	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132*	..	..	..	108	..	..	..	..	..	..	..	..	..
September		131*				}									
October						108									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	149	136	—412
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	306	233	+ 5	— 5	143	141	— 27
2nd quarter	166	127*	132·0	+5·2	111·0	129·1	156·0	304	288	+55	+33	152	141	— 52
3rd quarter	166*	117*	132·6	+4·8	110·4*	129·7*	159·9	321	284	— 4	+ 6	153	147	
1965														
April	166	123*	131·6	+5·5	110·9	128·9	155·3	299	274	+25	+14	149	143	..
May	165	123*	132·1	+5·1	111·3	129·2	156·0	305	287	+13	+ 9	157	140	..
June	166	127*	132·4	+4·9	110 7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	166*	122*	132·7	+4·7	110·2*	129·7*	159·9	324	282	—14	— 9	157	144	..
September	165*	117*	132·8	+4·8	110·4*	129·9*	160·2	321	275	— 7	— 7	149	143	..
October			132·9	+4·8	110·7*	129·9*	160·9	309	265	—10	—12	151	146	
November								301	253	—12	—16			

† Not seasonally adjusted. * Provisional.

EFTA trade January — September 1965

IN THE FIRST nine months of 1965, the total exports of the EFTA countries (including Finland) rose by nearly 9 per cent over the same period in 1964, according to a report by the EFTA Secretariat. The increase in total imports was 6 per cent, a figure influenced by the United Kingdom measures to hold down imports to ease its balance of payments problems.

Intra-EFTA trade

Trade between the EFTA countries increased more rapidly than their total trade, exports by 10 per cent and imports by 11 per cent.

From January to September 1965, intra-EFTA exports averaged $555.2 million a month (f.o.b.). This gives an annual value of $6,624 million for 1965, compared with the actual figure of $6,220 million for 1964. The increase in intra-EFTA exports was shared by all Member States, with increases varying from 5 per cent by Austria to over 40 per cent by Portugal.

Most EFTA countries increased their imports from their EFTA partners by between 10 per cent and 20 per cent; Switzerland and the United Kingdom, however, showed increases of only 1 per cent and 5 per cent respectively.

EFTA-EEC trade

All EFTA countries except the United Kingdom exported more to the EEC than in the same period in 1964, the total increase being 4.4 per cent. United Kingdom exports to the Six were at the same level as the previous year; the other EFTA countries averaged increases of over 7 per cent (varying from 3 per cent for Finland to 10 per cent for Switzerland). The rate of increase of EFTA exports to the EEC was down sharply on previous performance – 4.4 per cent in 1965 over 1964, compared with an average increase of 10.5 per cent from 1959 to 1964.

Imports by EFTA countries from the EEC rose by 9.2 per cent, Switzerland (3.0 per cent) and the United Kingdom (4.4 per cent) registering the lowest increases. The others bought considerably more from the EEC, ranging from 11 per cent for Denmark to 25 per cent for Portugal.

EFTA trade with the United States

The United States increased in importance to EFTA as a customer during 1965. EFTA's exports to the United States increased by 15·8 per cent, almost double the rate of increase for EFTA's total exports. This large increase was shared by all EFTA countries but was due mainly to the three largest exporters, United Kingdom with an increase of 17·9 per cent, Switzerland with 17·3 per cent and Sweden with 15·3 per cent. Norway and Portugal, on the other hand, increased their exports to the United States by only 2·0 per cent and 2·4 per cent respectively.

Total EFTA imports from the United States, January-September 1965, grew by 5·4 per cent. This average was the result of very varied figures for individual countries. Portugal (−27·1 per cent), Austria (−11·0 per cent) and Switzerland (−3·0 per cent) all cut their imports from the United States, whereas the other Member States increased their imports by between 7·6 per cent for the United Kingdom and 13·5 per cent for Finland.

EFTA trade with the Rest of the World

The major EFTA country in this category of EFTA trade is the United Kingdom, which accounts for about 70 per cent of both imports and exports with the 'Rest of the World'. A decline in the United Kingdom's imports from this area by 2.1 per cent therefore offset increases by the other EFTA countries sufficiently to register an increase of only 0.8 per cent for EFTA imports as a whole from the rest of the world.

All EFTA countries, however, increased their exports to this area, giving a total increase of nearly 10 per cent.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1.

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Quarterly at 7s. 6d. a year, post free:

Linen for July-September 1965.
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Gold and currency reserves November 1965

HM TREASURY announce that after some repayment of drawings on Central Bank facilities, the gold and convertible currency reserves rose by £41 million during November to stand at £1,067 million at the end of the month.

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, *but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants.* 122,000 *came in* 1964. *Without formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9*d. a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London W.C.*2. *Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, December 3, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Secret of My Success	Br/E 30828	96	November 29	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer British Studios Ltd.
Look at Life Series 27: *Treading on the Gas*	Br/E 30829	9	November 29	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Moon's Men	Br/E 30884	14	November 30	Connoisseur Films Ltd.	Element (Sound and Sight) Ltd.
Mining Review No. 4 – 19th Year	Br/E 30885	9	November 30	Data Film Distributors Ltd.	National Coal Board
The Early Bird	Br/E 30887	98	December 3	Rank Film Distributors Ltd.	The Rank Organization Film Productions Ltd.
Movietone News 1903A	Br/E 30414	8	December 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1904	Br/E 30415	8	December 3	" "	" "
Pathe News 65-96	Br/E 30494	8	December 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-97	Br/E 30495	8	December 3	" "	" "
			FOREIGN		
Town Tamer	F 30827	77	November 29	Paramount Film Service Ltd.	A. C. Lyles Production
Billie	F 30830	86	November 30	United Artists Corp. Ltd.	Chrislaw-Patty Duke Productions Inc.
Bebo's Girl (La Ragazza di Bube)	F 30883	106	November 30	Connoisseur Films Ltd.	Lux Film, Ultra Film and Vides Film, Rome; Lux C.C.F., Paris.
La Belle Vie	F 30886	105	December 1	Contemporary Films Ltd.	Films Du Centaire, La Garenne-Colombes France.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for October

Unit value index numbers of Imports and Exports (Table 1)

IN OCTOBER the overall import unit value index was unchanged at 107; the overall export unit value index rose by one half per cent but this rise was insufficient to alter either the rounded index or the terms of trade which remained at 109 and 102 respectively (1961 = 100).

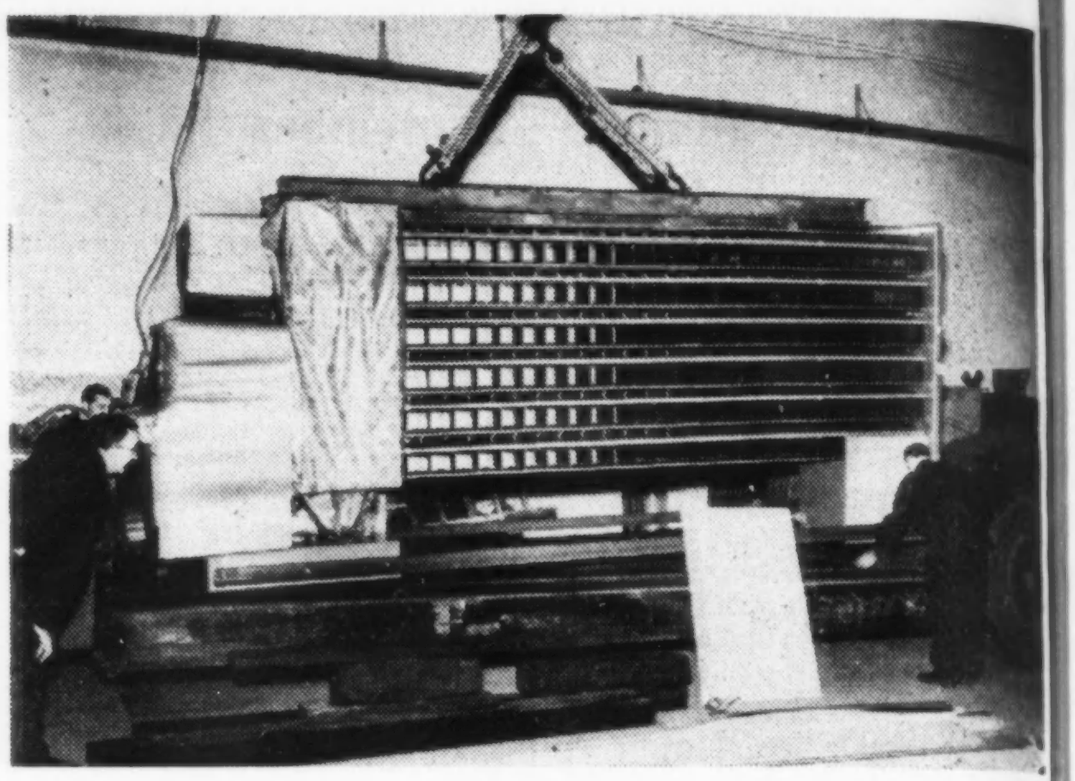
Although the overall import unit value index was unchanged, there was a rise of over a half per cent in the manufactured goods index due mainly to increased average values of imported copper. There were offsetting falls in the basic materials index, due partly to lower values for imported tin ore and in the fuels index. In the food sector, there were rises in average value for sugar, tea and coffee but these were offset by a fall in the average value of imported meat.

Most of the increases of a half per cent in both the overall export unit value index and the manufactured goods index were due to increases of a half per cent in the machinery and transport equipment index and of 1 per cent in the textiles index. The non-manufactured goods index also increased by a half per cent.

Volume of Imports and Exports (Table 2)

The volume of imports has changed little in recent months. Earlier in the year, the effects on the figures of the import charge and the American dock strike followed by the cut in the charge, all made it difficult to determine the general trend of imports. These were low in the first quarter and then recovered, but in the latest three months, August-October, their volume has been virtually unchanged from the previous three months (after adjusting for seasonality). Both food and finished manufactures had risen in the third quarter but in the latest three months only the volume of imports of food, beverages and tobacco, among the main commodity groups, has continued to rise. The volume of total imports so far this year (January to October) has been less than one-half per cent higher than the average for 1964.

Imports of food, beverages and tobacco have been erratic this year. They were nealy 7½ per cent higher in volume in the latest three months compared with May-July but the figures for the last two months suggest that the rise in these imports may appear to be levelling out. Imports of basic materials fell slightly in the period, though they have remained fairly steady since the fall at the turn of the year. The fall in the volume of fuels continued in the latest three months, when they were nearly 7 per cent less, seasonally adjusted, than in the previous three-monthly period. The volume of imports of manufactured goods was over 1 per cent less in the latest three months compared with the previous three. These imports had previously been rising, largely due to higher arrivals of finished manufactures in the middle months of this year following the reduction in the import charge, but imports of



Loading a Mark III automatic letter sorter on to a trailer at Thrissells' Bristol factory for despatch to Spain. This was part of a £1½ million order which the firm recently secured from Spain.

semi-manufactures have continued to fall; in the latest three months they were nearly 2 per cent less than in the previous three.

The volume of exports has risen appreciably since the middle of this year, though the comparison between the last three months and May-July shows a small fall of about a half per cent. The rise since the first half-year is just over one per cent, but these comparisons are not the best measure of the recent trend owing to the erratic run of monthly figures in the third quarter, which was probably associated with the change in the date of the August Bank Holiday. Taking the last four months to include both July and August with the two later months, the volume of exports was nearly 3 per cent higher than in the first half of this year, though the latest months show a less marked rise. Over the same period the volume of exports of manufactured goods has increased by 2 per cent. The main increase since the first half-year has been in exports of machinery and transport equipment, though these now appear to be slowing down. There were moderate increases in most groups of commodities, metals, textiles and, to a lesser extent, chemicals.

Exports of non-manufactures continue to increase. Their volume was nearly 8 per cent more in the latest four months compared with the average of the first half-year. There were substantial rises in the volume of food, beverages and tobacco and basic materials. Against this exports of fuels fell a little.

Note: This series of index numbers based on 1961 = 100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones, etc., in the import and export statistics and the revised valuation of parcel post imports.

(*Tables on following pages*)

Robert Hough

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RH
ESTABLISHED 1860

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter	106	112	102	90	109	109	103	110	105	108	114	110	109	102
1963 September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October	107	112	103	89	110	109	102	110	105	109	114	111	110	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2

(1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
1964 August	117	98	111	128	134	109	120	108	137	108	109	95	128
September	116	107	100	133	131	94	101	93	113	91	82	88	106
October	127	111	113	134	148	114	125	112	132	108	101	105	135
November	116	108	107	125	127	114	132	111	127	113	109	105	123
December	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January	119	99	114	145	127	107	110	107	121	98	97	107	110
February	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	129	115	130	103	113	110	125
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
2nd quarter	*120*	*101*	*110*	*139*	*138*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*128*
3rd quarter	*123*	*109*	*109*	*132*	*142*	*118*	*126*	*116*	*131*	*107*	*112*	*115*	*122*
1964 August	*126*	*111*	*111*	*129*	*150*	*116*	*123*	*115*	*143*	*110*	*119*	*105*	*129*
September	*122*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December	*120*	*109*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*141*	*151*	*113*	*115*	*113*	*126*	*104*	*108*	*109*	*126*
June	*118*	*99*	*106*	*137*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*140*	*142*	*124*	*128*	*122*	*135*	*111*	*120*	*119*	*130*
August	*126*	*118*	*110*	*132*	*144*	*116*	*114*	*116*	*126*	*100*	*109*	*115*	*126*
September	*119*	*104*	*108*	*124*	*139*	*114*	*135*	*111*	*130*	*109*	*107*	*110*	*109*
October	*120*	*104*	*106*	*134*	*141*	*116*	*122*	*116*	*132*	*105*	*112*	*114*	*119*

Retail sales in October

THE VOLUME of retail sales in October, after allowing for seasonal factors, was about the same as the average in the third quarter of the year. The seasonally adjusted index for October was 108, compared with 108 in the third quarter and 107 for the first half of the year. The value of retail sales in October, after allowing for seasonal factors, was also about the same as the average in the third quarter of the year, showing a rise on the level of sales earlier in the year.

Because of irregularities in the monthly series it is usually more appropriate to compare the latest period of three months with the three months earlier than that but because of the distortions in the July, August and September figures – which have been commented on in earlier articles – this comparison cannot be made on this occasion; the figures for October, however, do not appear to point to any change in the underlying upward trend indicated by the figures for earlier months.

Clothing and footwear shops

The seasonally adjusted index of the value of sales by clothing and footwear shops in October was 113 compared with 118 during the third quarter of the year and 115 during the second quarter. The fall in October may in part be due to the irregularities which are a feature of this series and in part to the warm, dry weather delaying purchases of winter footwear and clothing. Compared with a year earlier, sales in total showed a drop of 1 per cent compared with increases of 8 per cent and 7 per cent respectively in August and September. Footwear shops and men's and boys' wear shops both showed decreases in October compared with increases in earlier months of the year, while women's wear shops showed no change in October compared with increases of about 6 per cent on average during the first 9 months of 1965.

Prices of clothing and footwear during October continued as in recent months to be about 2 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of the value of sales by durable goods shops was 124 in October, compared with a steady level of around 121 for the first three-quarters of the year. It is not, of course, possible on the basis of one month's figure to say whether this change in the level of the seasonally adjusted index indicates any change in the underlying trend.

The unadjusted figures showed a rise of 4 per cent on a year earlier, much the same as in the third quarter when the rise was 3 per cent. Within the total, furniture shops showed a rise of 4 per cent, the same as in the third quarter and other durable goods shops 4 per cent against 3 per cent in the third quarter. Prices of durable goods as a whole were about 3 per cent higher in October than a year earlier.

Other non-food shops

Sales in this group of shops have been fairly buoyant during 1965, the seasonally adjusted index of the value of sales rising from 123 during the first half of the year to 126 during the third quarter; and for October itself the index was 127 suggesting that the upward trend was being maintained. Mail-order businesses, with an increase in sales of 16 per cent, when compared with a year earlier, again showed the greatest increase; and independent booksellers and stationers and confectioners, tobacconists and newsagents showed larger than average increases in October.

Food shops

The seasonally adjusted index of the value of food shops in October was 121 compared with 119 for the third quarter of the year but the rise in unrounded terms was just over one point. In volume terms the index remained fairly steady at 104.

(Other tables and charts on following pages)

Table 1 – Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 4th quarter	110	108	111	110	113	111
1964 1st quarter	111	109	112	110	113	113
2nd quarter	112	111	113	109	116	115
3rd quarter	114	114	115	110	116	117
4th quarter	116	115	118	113	119	120
1965 1st quarter	118	116	121	117	121	122
2nd quarter	119	117	120	115	120	123
3rd quarter	121	119	123	118	121	126
1964 October	116	115	118	114	119	120
November	116	115	117	112	119	120
December	117	115	118	113	119	120
1965 January	118	116	119	114	120	121
February	118	116	120	115	120	122
March	119	117	122	120	122	124
April	118	117	119	114	120	122
May	119	117	121	118	121	124
June	119	117	120	113	120	123
July						
August	121	119	123	118	121	126
September						
October	121	121	122	113	124	127

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 4th quarter	105	102	107
1964 1st quarter	105	103	107
2nd quarter	105	103	107
3rd quarter	106	103	108
4th quarter	107	103	110
1965 1st quarter	108	104	111
2nd quarter	107	104	110
3rd quarter	108	104	111
1964 October	108	104	110
November	107	104	110
December	107	103	110
1965 January	107	103	110
February	107	104	111
March	108	104	113
April	106	103	109
May	108	104	111
June	107	103	110
July			
August	108	104	111
September			
October	108	104	110

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random regularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Table 2 – Analysis by form of organization

October – Index numbers of values of sales per week, and percentage changes on a year earlier (*a*) 1961 = 100

	Total all retailers		Independent retailers		Multiple retailers		Co-operative societies	
		%		%		%		%
ALL KINDS OF BUSINESS	122	+ 5	115	+4	135	+6	105	+ 2
FOOD SHOPS (h)	118	+ 5	113	+4	140	+10	104	+ 2
Grocers	120	+ 6 (f)	114	+4	146	+ 11	101	+ 2 (f)
Butchers	113	+ 1	..		..		..	
Greengrocers, fruiterers	92	+ 3	92	+3	91	+ 1	77	— 3
Fishmongers, poulterers	123	+ 3	..		..		..	
Bread and flour confectioners	131	+ 8(g)	124	+ 6	142	+12	..	
Off-licences	126	+ 7	115	+3	136	+11	..	
Dairymen	131	+ 9	..		..		120	+ 7
NON-FOOD SHOPS	126	+ 4	..		..		..	
Clothing and footwear shops	117	— 1	113	—2	123	Nil	106	— 4
Footwear shops	113	— 5	117	—3	113	— 5	101	— 5
Men's and boys' wear shops	110	— 1	102	—2	120	Nil	88	— 8
Women's, girls' and infants' wear, drapery and general clothing shops	121	Nil	116	—2	129	+ 2	112	— 2
Large (c)	—		124	—2	—		—	
Medium (c)	—		120	—2	—		—	
Small (c)	—		112	—1	—		—	
Durable goods shops	132	+ 4	119	+3	158	+ 6	121	+ 1
Furniture shops	128	+ 4	123	+6	146	+ 1	—	
Large (c)	—		116	+5	—		—	
Medium and small (c)	—		125	+6	—		—	
Other durable goods shops	137	+ 4	114	Nil	163	+ 8	—	
Radio and electrical goods, etc. shops (e)	124	+ 4	114	Nil	145	+11	—	
of which Rental specialists	..		..		165	+10	—	
Electricity showrooms	140	— 2	—		140	— 2	—	
Gas showrooms	231	+11	—		231	+11	—	
Miscellaneous non-food shops (*b*)	120	+ 6	..		..		..	
Confectioners, tobacconists, newsagents	123	+ 9	121	+ 8	141	+13	—	
Booksellers, stationers	..		142	+15	..		—	
Chemists, photographic goods dealers (d)	116	+ 5	111	+ 2	124	+ 8	107	+ 3
Jewellers	118	+ 6	118	+ 6	116	+ 9	—	
Leather goods, sports goods, toys and fancy goods shops	109	+ 8	..		..		—	
Ironmongers and hardware shops	115	+ 3	115	+ 4	112	— 1	—	
Other miscelleneous non-food shops (i)	—		118	+ 4	—		—	
Department stores	123	Nil	—		—		—	
Mail Order Businesses	204	+16	—		—		—	

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business £9,140)				Food shops (h) (£4,154)				Non-food shops											
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1962 Year	103	+3	100	Nil	104	+4	101	+1	103	+3	100	Nil	102	+2	103	+3	103	+3	103	+3	108	+ 8
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	107	+4	108	+ 5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+ 5	142	+17
1965 Year to date†	115	+6	103	+2	116	+5	102	+1	114	+6	104	+3	108	+6	116	+5	114	+7	108	+ 4	153	+17
1964 4th quarter	132	+6	121	+3	120	+7	109	+1	141	+6	132	+3	140	+3	136	+5	137	+7	146	+ 5	193	+21
1965 1st quarter	109	+7	99	+2	114	+6	102	+1	105	+7	97	+4	95	+6	114	+7	105	+7	100	+ 5	140	+21
2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+ 3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+ 5	148	+20
1965 July	119	+6	107	+2	117	+4	102	Nil	122	+7	111	+4	117	+6	121	+5	121	+7	131	+11	139	+26
August	116	+7	103	+3	118	+7	103	+3	114	+7	103	+3	106	+8	113	+3	122	+7	96	+ 3	130	+30
September	117	+5	105	+1	115	+4	101	Nil	119	+5	108	+2	114	+7	118	+2	119	+5	113	+ 2	169	+12
October	122	+5	109	+1	118	+5	103*	+1	126	+4	114	+1	117	—1	132	+4	120	+6	123	Nil	204	+16

(i) Analysis by kinds of business: value only.

(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners(*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1962 Year	104	+4	102	+2	102	+2	103	+3	107	+7	107	+ 7	105	+5	101	+1	103	+3	102	+2
1963 Year	107	+3	103	+2	100	—2	108	+5	113	+6	114	+ 6	110	+5	106	+4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year to date†	116	+6	111	+4	108	+4	118	+4	125	+6	113	+ 9	125	+7	107	+4	109	+5	108	+6
1964 4th quarter	119	+6	119	+7	96	+6	123	+7	124	+6	186	+ 9	122	+8	133	Nil	137	+3	143	+4
1965 1st quarter	114	+6	114	+6	100	+5	116	+5	121	+5	109	+ 9	123	+8	87	+6	100	+5	95	+6
2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+4	114	+5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
1965 July	116	+4	109	+4	118	+4	118	+1	127	+5	116	+ 5	126	+6	116	+3	120	+5	116	+7
August	119	+8	107	+4	117	+7	119	+5	128	+7	115	+ 9	127	+8	103	+3	111	+9	105	+9
September	116	+4	110	+3	97	+2	115	+1	126	+5	116	+ 9	129	+7	117	+6	108	+6	115	+7
October	120	+6	113	+1	92	+3	123	+3	131	+8	126	+ 7	131	+9	113	—5	110	—1	121	Nil

(Sales in 1961 £ million)	Durable goods shops								Miscellaneous non-food shops											
			Other durable goods shops																	
	Furniture shops (£399		Total (£476)		Radio and electrical goods, etc.. shops (*e*) (£372)		Electricity showrooms (£85)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists photographic goods dealers (*d*) (£25*)		Jewellers (£80)		Leather goods, sports, goods, toys, and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1962 Year	102	+2	105	+5	103	+3	108	+ 8	114	+14	104	+4	104	+ 4	103	+3	100	Nil	102	+ 2	102	+2		
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	112	+6	114	+3	128	+ 8	165	+21	113	+5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year to date‡	113	+6	120	+4	110	+1	122	Nil	193	+22	118	+8	120	+10	113	+5	108	+ 7	104	+ 9	110	+4	116	+5
1964 4th quarter	130	+7	141	+4	132	+1	150	+10	201	+18	126	+7	162	+ 9	136	+7	174	+12	163	+10	122	+3	123	+9
1965 1st quarter	107	+7	122	+7	112	+1	126	+15	191	+29	112	+7	121	+11	102	+6	97	+10	83	+ 9	105	+4	116	+7
2nd quarter	113	+7	113	+2	104	—1	118	—2	174	+21	117	+9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
1965 July	125	+6	119	+5	112	+4	115	— 9	183	+20	123	+8	118	+13	126	+4	122	+ 8	119	+ 9	112	+5	110	+7
August	110	+3	118	+2	108	+1	112	—11	194	+19	126	+9	119	+ 8	130	+5	121	+ 4	135	+ 7	113	+5	103	+6
September	113	+3	124	+2	111	+2	121	—15	223	+17	122	+7	124	+ 4	114	+2	119	+ 3	122	+ 6	111	+4	110	Nil
October	128	+4	137	+4	125	+4	140	— 2	231	+11	123	+9	142	+15	116	+5	118	+ 6	109	+ 8	115	+3	118	+4

‡ Independent retailers only. * Average 1961 prices. † January-October.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by October 1965 sales was the four weeks from October 3, 1965, to October 30, 1965, the corresponding period in 1964 was from October 4, 1964, to October 31, 1964. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery department of co-operative societies.

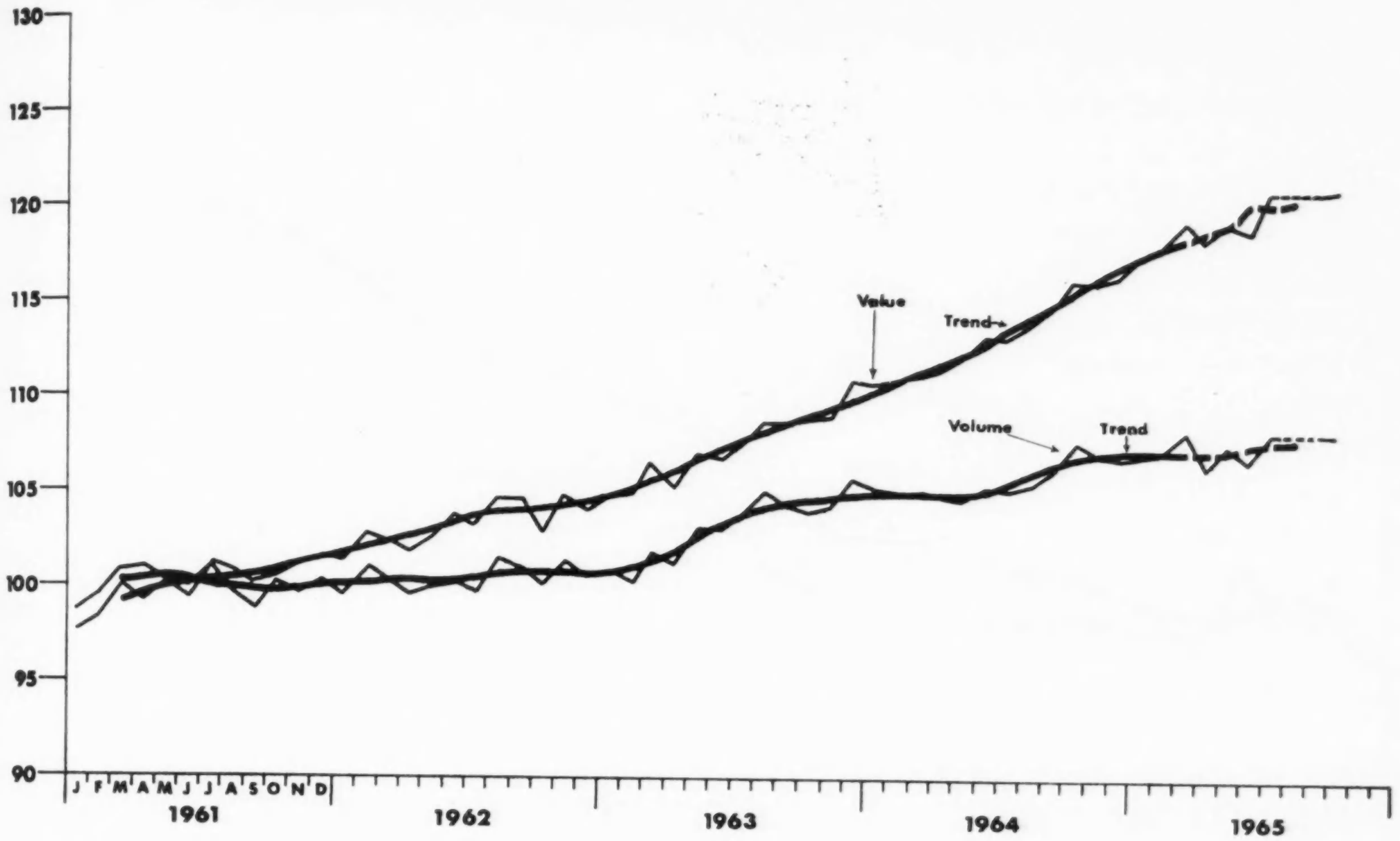
(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

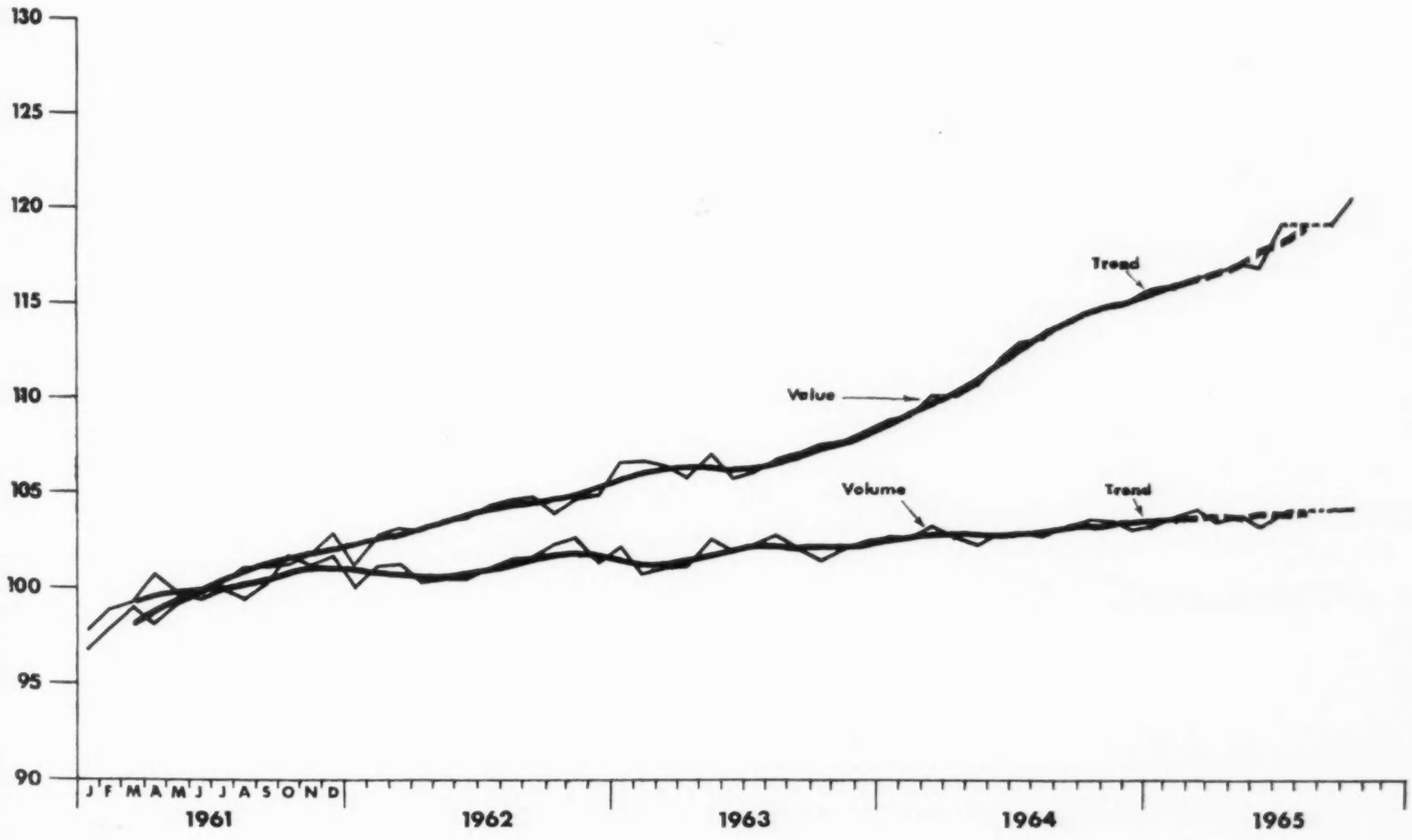
(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

RETAIL SALES, continued

All kinds of Business

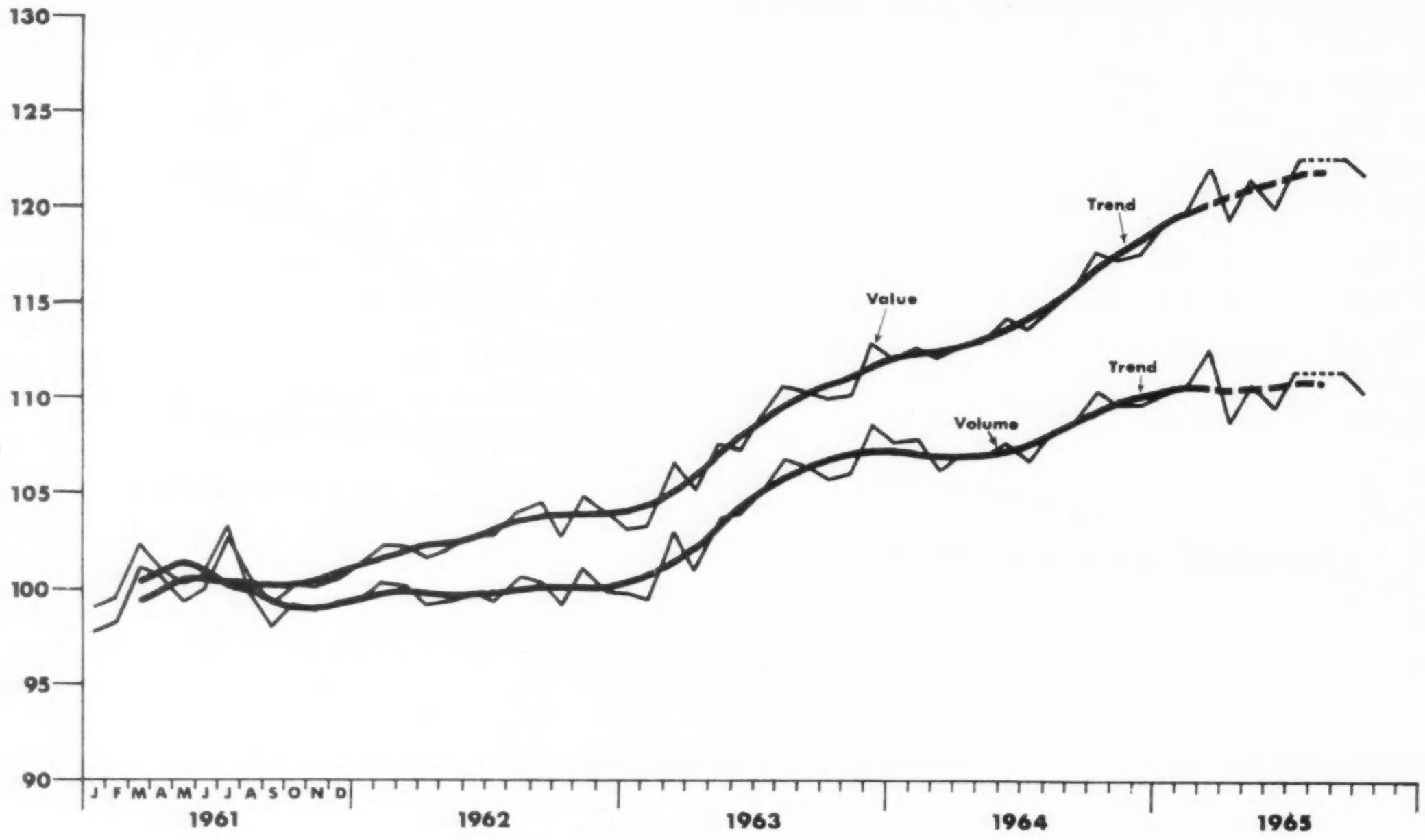


Food Shops

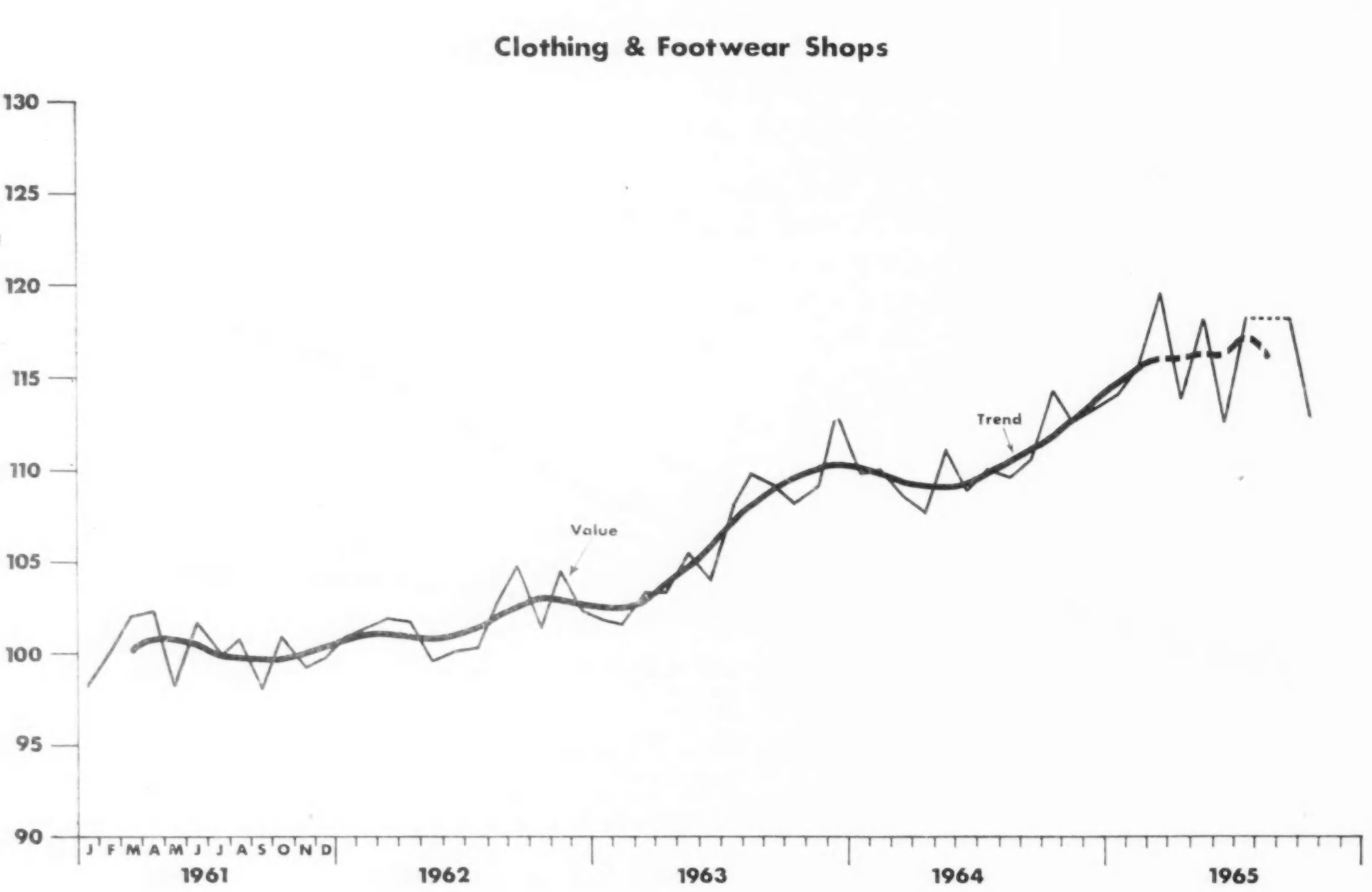


RETAIL SALES, continued

Non-Food Shops

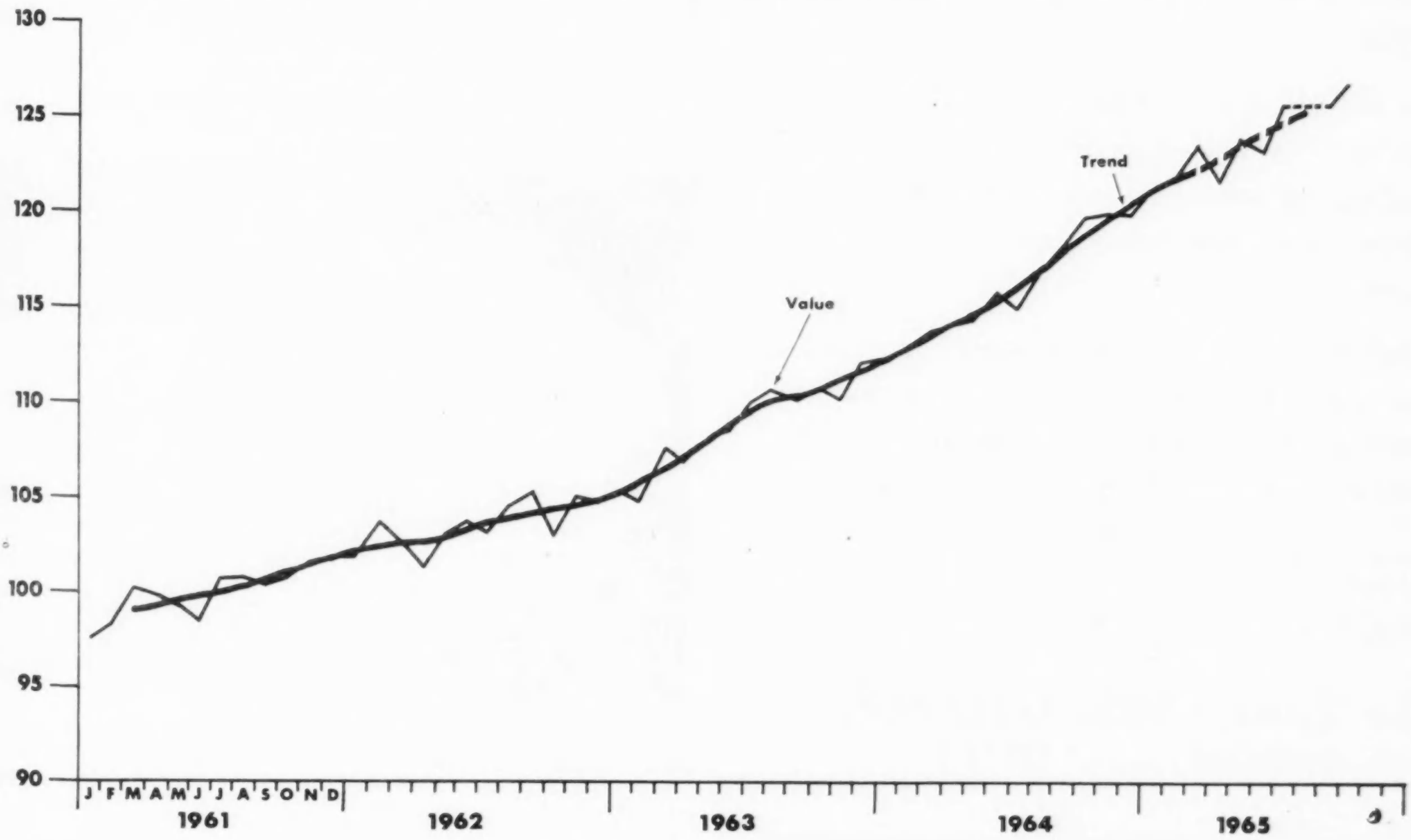


Clothing & Footwear Shops



Durable Goods Shops

Other Non-Food Shops



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Retailers' stocks in October

STOCKS HELD BY retailers at the end of October were 7 per cent higher than in October last, compared with increases of 8 per cent in August and September, and 9 per cent in July. In volume terms, retailers' stocks were 4 per cent higher in October than in the corresponding period last year.

Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

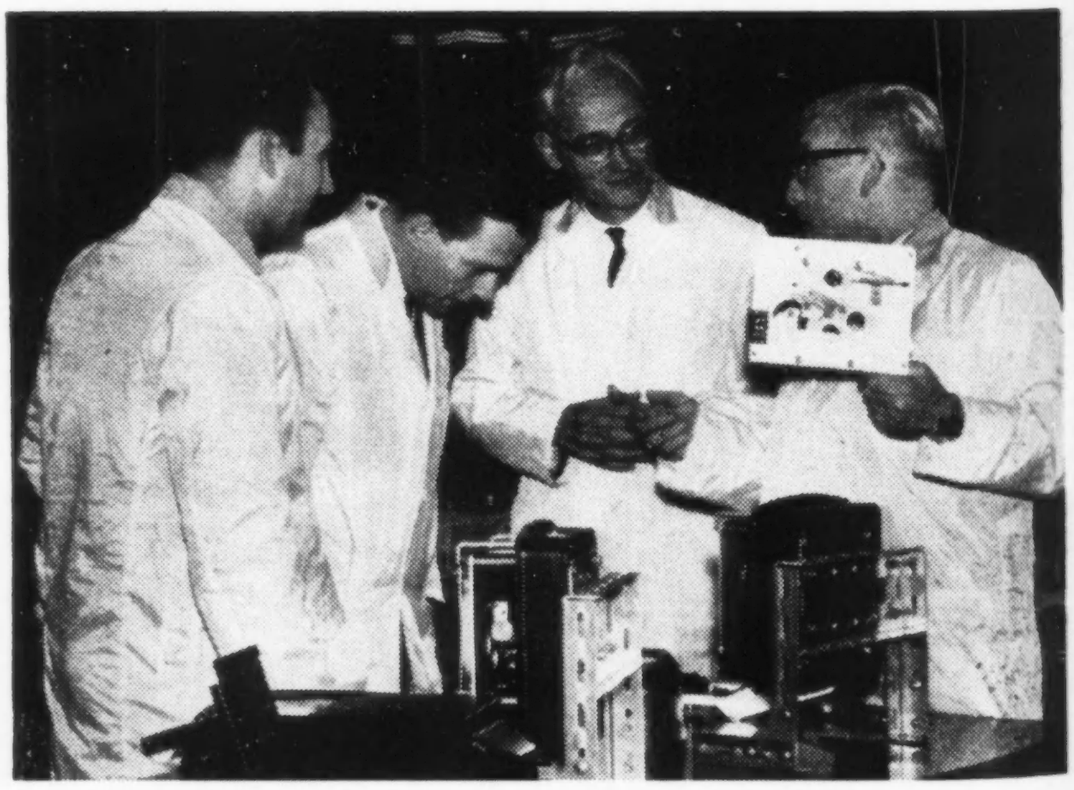
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134	142		
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7		
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	121	115
1965. . .	110	112	121	121	123	120	116	120	120	128		
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+4	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4		

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

DEA broadsheet No. 4

THE DEPARTMENT of Economic Affairs Broadsheet on Britain-No. 4, explains the need for improved productivity if the National Plan targets are to be achieved, and describes the work being done through the Economic Development Committees to stimulate improvements in efficiency and productivity in the fields of import-saving, standardization, export promotion, the efficient use of labour, management, and science and technology.

Copies are available free from the Publications Division, Central Office of Information, Hercules Road, London, S.E.1.



West German chemical and petrochemical industry delegates examining components from the English Electric group of companies Stoke-on-Trent factory during a recent visit. The delegates are studying automation in the United Kingdom under arrangements made by the British Electrical and Allied Manufacturers' Association.

Hire purchase and other instalment credit business in October

THE OCTOBER estimates of instalment credit business follow the underlying trend that has been apparent recently. Credit advanced by finance houses, mainly for cars, has been continuing downwards while the hire purchase and other instalment credit sales of durable goods shops have been maintained at the rather lower level to which they fell in the early summer.

Debt owing to finance houses and durable goods shops combined fell slightly during the month, but this appears to have been a seasonal movement. The underlying steadiness of debt in October contrasts with rises, on a seasonally adjusted basis, of £8 million in the third quarter and of some £30-£40 million a quarter for almost two years before that.

Shops

Sales by durable goods shops on hire purchase and other instalment credit terms in October were 3 per cent lower than in October of last year, a decrease slightly less than the falls shown in each month since June than compared with a year earlier. The business of both furniture shops and the radio and electrical goods etc. group of shops showed a small decrease as compared with sales in October 1964, but, whereas, the decrease for furniture shops compared with a small increase in the third quarter, the small decrease in the other durables group (2 per cent) was in contrast to falls of about one-tenth or more in September and other recent months. There is perhaps a suggestion here of some recovery in the business of these shops but irregularities in the series make it difficult to be precise on the basis of one month's figures.

Finance houses

The figure of credit extended in October by finance houses suggests that, allowing for seasonal influences, the underlying trend of business continued downwards. Total credit was 11 per cent less than a year earlier. Credit for used cars, the largest category of goods, was down by 7 per cent compared with a year earlier and credit for new cars fell by 22 per cent. Advances on most other goods were also lower.

Total instalment debt owing directly to finance houses declined under seasonal influences by £4 million during October to a total of £851 million at the end of the month. Amounts owed by retailers to finance houses on block discounting arrangements have showed a steady increase during the year and the total, though small in relation to the direct debt, at £57 million, was about one-fifth more than in October 1964.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended: By Shops (a)	New Credit Extended: By Finance Houses	New Credit Extended: Total	Repayments	Change in Debt: Unadjusted	Change in Debt: Seasonally adjusted
1961	248	574	822	833	—11	
1962	271	490	761	608	—47	
1963	295	558	853	781	+72	
1964	314	711	1,025	869	+156	
1961 1st Qtr.	55	151	206	208	— 2	+ 9
2nd Qtr.	59	179	238	217	+21	+ 3
3rd Qtr.	63	141	204	208	— 4	— 7
4th Qtr.	71	103	174	200	—26	—16
1962 1st Qtr.	56	117	173	219	—46	—35
2rd Qtr.	62	140	202	203	— 1	—16
3rd Qtr.	70	128	198	194	+ 4	+ 1
4th Qtr.	83	105	188	192	— 4	+ 3
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	72	220	292	238	+54	+31
3rd Qtr.	74	176	250	240	+10	+ 8

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1963	289	288	287	285	286	289	290	293	296	298	303	315
	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319		
Department stores	1963	28	27	26	26	26	26	27	26	27	27	28	30
	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29		
Finance houses	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851		
Total of above	1963	879	874	876	884	896	908	920	927	934	940	949	959
	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199		

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,094	1,109	1,115
	1965										1,199		
Other instalment credit retailers*	1964	159	151	149	150	151	150	149	150	154	145	152	165
	1965										158		
Grand Total	1964	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,239	1,261	1,280
	1965										1,357		

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shops									
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)		Multiples (b) (£99)		Radio and electrical etc., goods shops: Total (£82)		Radio and electrical etc., goods shops: Multiples (c) (£37)		Radio and electrical etc., goods shops: Independents (d) (£45)	
1962 Year	105	+5	99	—2	110	+ 9	107	+ 7	101	+1	104	+ 4	98	— 2	109	+ 9	113	+13	107	+ 6	115	+15	99	— 1
1963 Year	114	+8	101	+3	124	+13	111	+ 4	102	+2	108	+ 4	97	— 1	125	+15	133	+18	124	+16	144	+25	107	+ 8
1964 Year	116	+2	100	—1	126	+ 2	119	+ 7	107	+4	114	+ 5	100	+ 3	124	— 1	134	+ 1	110	—11	123	—15	101	— 6
1964 2nd quarter	107	Nil	90	—3	118	+ 1	109	+ 6	97	Nil	107	+ 4	87	— 4	116	— 1	126	— 1	105	— 8	118	—15	94	— 1
3rd quarter	112	—5	95	—7	123	— 5	118	— 2	103	—1	109	— 2	98	Nil	119	— 1	132	— 7	97	—24	106	—31	91	—16
4th quarter	138	+1	122	Nil	148	+ 1	141	+ 5	134	+7	144	+ 8	125	+ 6	140	— 4	151	— 3	122	—16	127	—24	118	— 7
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	— 3	102	+14	113	— 5	122	— 4	93	—21	93	—33	93	— 7
2nd quarter	104	—2	90	+1	112	— 5	111	+ 2	101	+4	105	— 1	96	+11	106	— 8	117	— 7	89	—15	97	—18	82	—13
3rd quarter	107	—5	95	Nil	114	— 7	111	— 6	106	+3	108	— 1	105	+ 7	106	—11	117	—11	86	—12	91	—14	81	—11
1965 January	107	—2	108	+7	104	— 8	113	+ 2	103	+8	90	— 8	115	+24	109	— 9	113	— 8	95	—25	90	—37	98	—13
February	104	—3	92	Nil	111	— 6	107	— 2	96	+4	98	+ 2	94	+ 6	110	— 9	119	— 9	90	—24	89	—37	90	— 8
March (a)	108	+4	95	+7	115	+ 1	119	+10	93	+4	88	— 3	98	+12	119	+ 2	131	+ 3	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	— 4	98	+13	109	— 3	118	— 1	93	—15	99	—20	88	— 9
May	108	+2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+ 4	95	+ 8	111	— 2	123	+ 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+3	106	— 4	96	+11	100	—17	112	—17	81	—19	90	—22	75	—16
July	107	—4	97	Nil	113	— 7	116	— 2	110	+4	111	— 2	110	+10	102	—11	114	—10	83	—17	91	—19	77	—15
August	101	—6	87	—4	109	— 7	105	— 8	101	+4	105	+ 3	96	+ 4	100	—13	112	—12	78	—18	84	—19	74	—17
September (a)	111	—5	100	+3	118	— 8	112	— 8	108	+2	109	— 3	107	+ 6	114	— 9	124	—11	94	— 3	98	— 5	91	— 2
October	126	—3	116	+8	133	— 7	128	— 8	123	—2	122	—13	123	+12	130	— 2	140	— 3	109	+ 2	113	+ 3	106	+ 1

Kind of Business (H.P. and other instalment credit sales in 1961: £ million)	Other selected kinds of business: Department Stores* (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (f) (£673)	
1962 Year	104	..	..	..	..	..	..	..	..	..
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1964 2nd quarter	95	..	..	..	..	..	..	..	..	..
3rd quarter	103	..	..	..	..	..	..	..	..	..
4th quarter	139	..	173	..	193	..	132	..	158	..
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	—3	204	+16	86	—5	148	+4

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, multiple radio and electrical shops (including multiple radio or television hire shops).
(c) As (b) except that electricity and gas showrooms are excluded. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments).
*The inclusion of sales on budget accounts, etc., as from April 1964 (as noted in the Journal of July 10, 1964, page 77) has evidently changed the seasonal pattern of instalment credit sales of department stores, particularly at the turn of the year. In consequence the comparison of a current month's sales with those for the corresponding month a year earlier when that month is prior to May 1964 appears unreliable; for example, a very high increase for the December comparison and the counterbalancing decrease for the January comparison. Monthly percentage changes are not therefore given until May 1965.

Finance houses: new instalment credit extended

Table 4 Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1962 Year	97	— 3	86	—14	77	—23	62	—39	93	— 7	77	—23	91	— 9	89	—11	87	—13	86	—15
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1964 2nd quarter	205	+22	150	+36	110	+23	84	+ 7	135	+ 1	108	+29	165	+53	99	+ 7	130	+33	142	+27
3rd quarter	173	+27	137	+30	90	+15	83	+10	132	+10	116	+ 9	149	+45	85	—14	115	+22	126	+22
4th quarter	141	+20	110	+24	90	+10	56	+17	92	+18	107	+18	156	+48	94	—12	139	+31	112	+19
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+12	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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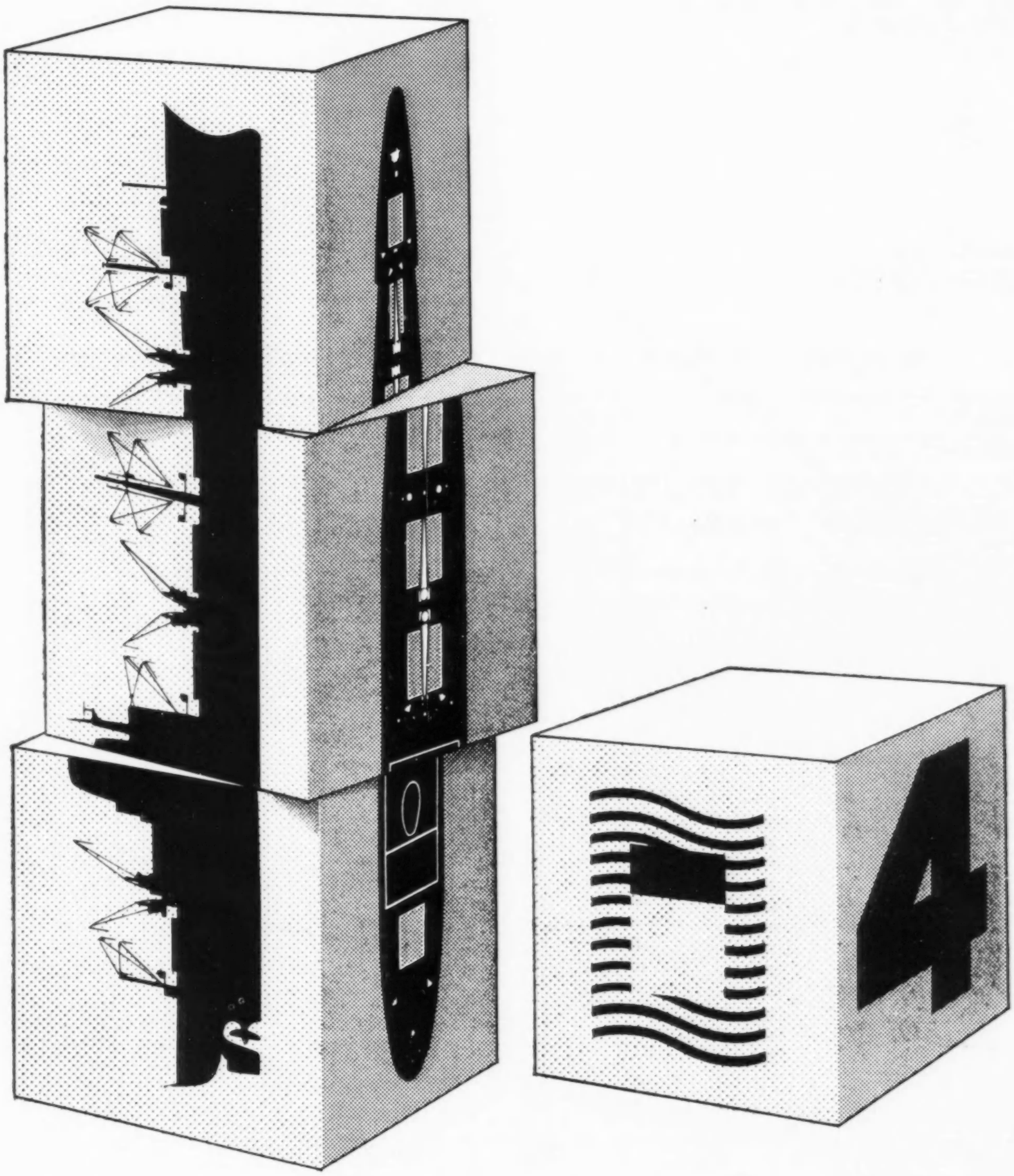


Industry's capital expenditure in the third quarter of 1965

PROVISIONAL FIGURES for the third quarter of 1965 show that the volume of industry's capital expenditure (at 1958 prices, seasonally adjusted) fell by a little under 2 per cent from the second quarter. Within the total, however, manufacturing industry's investment showed an increase of just over 2 per cent; investment in shipping – the figures for which industry often moves erratically – fell by a large amount and distributive and other services industries investment fell by about 3½ per cent.

The provisional figure for manufacturing is only a little below the average of the first half of the year which suggests that manufacturers' expectations of an increase in investment, of about a tenth over 1964 is quite likely to be achieved (see *Board of Trade Journal*, October 15, page 892).

That article on investment intentions cast doubt on the likelihood of businesses in the distributive and service industries reaching manufacturers expectations of an increase in investment of about a tenth over 1964 is quite likely to be achieved (see *Board of Trade Journal*, October 15, page 892).

The article giving revised estimates for the third quarter will provide some industry detail; this is expected to show a marked rise in the chemical industry's investment and some reduction in that of the vehicles industry and paper, printing and publishing.

Within the manufacturing industry, there were small falls in expenditure on new building work and on vehicles, while expenditure on plant and machinery increased; in the distributive and service industries, there was a slight rise on new building work and falls in expenditure on vehicles and on plant.

The revised estimates for the third quarter will be published in the *Board of Trade Journal* in January 1966 and will take account, as usual, of late returns.

(*Continued on following pages*)

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. (*See this issue.*)

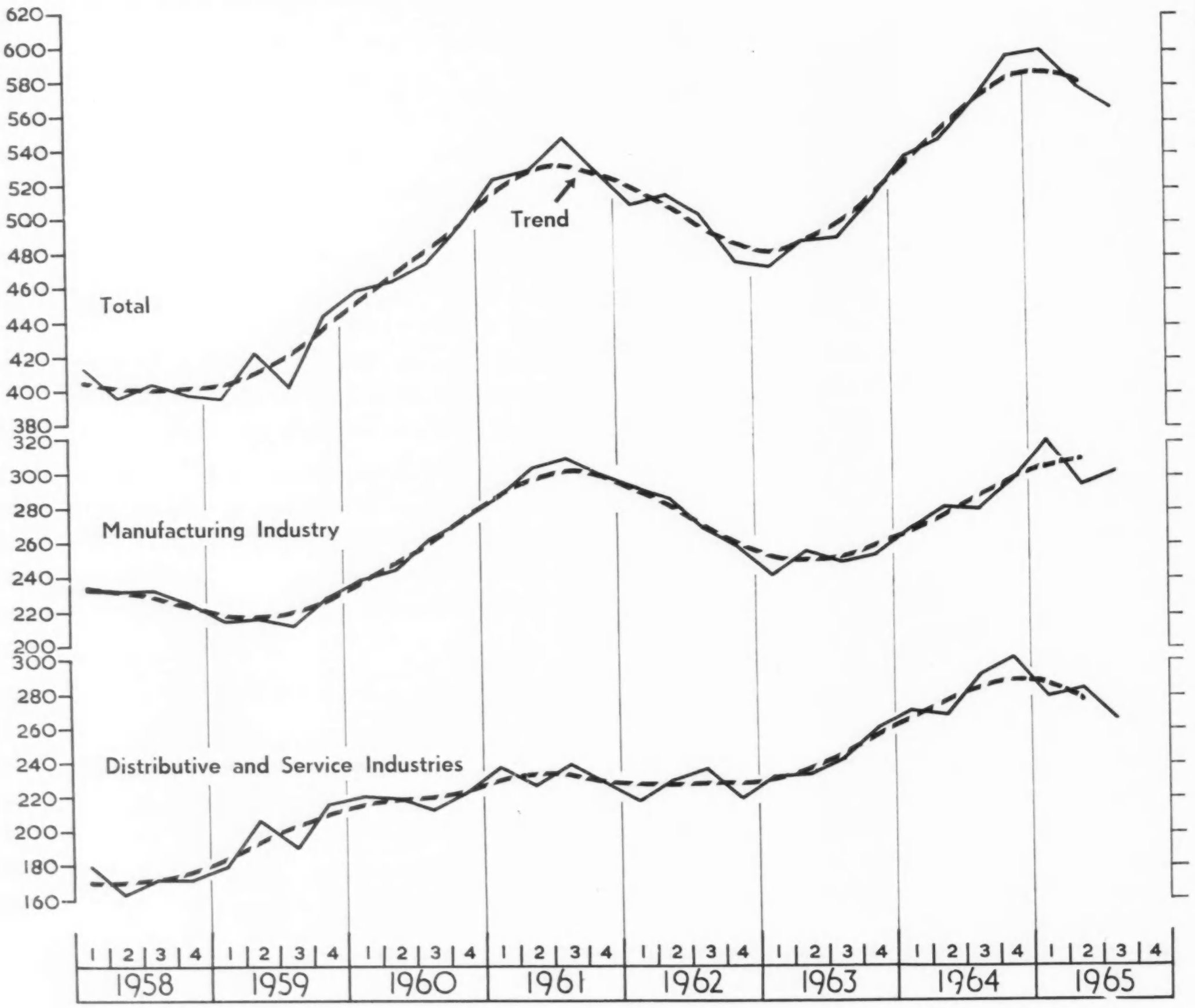


Table 1—Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Services Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	929	2,124	631	435	1,058
1962	1,098	899	1,997	626	386	985
1963	993	963	1,956	594	427	935
1964	1,118	1,125	2,243	664	512	1,067
1965						
1959 1st quarter	215	180	395	111	91	193
2nd quarter	216	206	422	111	110	201
3rd quarter	212	190	402	111	92	199
4th quarter	228	216	444	127	110	207
1960 1st quarter	238	220	458	133	112	213
2nd quarter	244	219	463	129	117	217
3rd quarter	261	212	473	133	111	229
4th quarter	273	222	495	138	117	240
1961 1st quarter	286	237	523	149	118	256
2nd quarter	302	226	528	159	104	265
3rd quarter	308	238	546	159	114	273
4th quarter	299	228	527	164	99	264
1962 1st quarter	291	217	508	158	96	254
2nd quarter	284	229	513	160	101	252
3rd quarter	267	235	502	165	95	242
4th quarter	256	218	474	143	94	237
1963 1st quarter	240	231	471	143	101	227
2nd quarter	254	232	486	149	103	234
3rd quarter	247	241	488	148	106	234
4th quarter	252	259	511	154	117	240
1964 1st quarter	267	269	536	155	125	256
2nd quarter	279	266	545	160	123	262
3rd quarter	278	290	568	167	133	268
4th quarter	294	300	594	182	131	281
1965 1st quarter	318	278	596	191	116	289
2nd quarter	293	282	575	181	127	267
3rd quarter	300	264	564	182	110	272

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small ; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2 — Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GOUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding, and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	137·3	24·6	141·8	117·0	219·2	91·3	84·6	73·5	103·8	993·1	264·7	77·6	650·8
1964	157·3	25·4	174·3	102·1	246·9	80·3	125·3	80·2	126·3	1,118·1	311·6	89·3	717·2
1965													
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·0	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·8	63·1	16·9	159·8
2nd quarter	33·9	6·0	36·6	31·7	56·5	24·3	20·0	19·4	25·3	253·7	68·0	19·9	165·8
3rd quarter	35·3	6·8	35·4	25·7	55·2	22·4	20·7	19·5	26·1	247·1	66·1	20·3	160·7
4th quarter	37·0	7·8	36·2	25·9	51·9	22·5	23·0	17·6	30·6	252·5	67·5	20·5	164·5
1964 1st quarter	38·2	8·4	38·3	24·7	61·3	20·2	28·5	19·2	27·9	266·7	74·2	23·0	169·5
2nd quarter	39·1	6·4	41·7	24·8	63·5	22·0	31·0	19·1	31·9	279·5	78·3	23·0	178·2
3rd quarter	42·3	5·2	43·4	25·5	61·1	16·6	30·5	21·8	31·3	277·7	75·6	22·2	179·9
4th quarter	37·7	5·4	50·9	27·1	61·0	21·5	35·3	20·1	35·2	294·2	83·5	21·1	189·6
1965 1st quarter	43·0	4·7	54·5	25·5	67·2	27·3	36·9	24·8	33·9	317·8	91·4	24·5	201·9
2nd quarter	39·1	4·9	51·8	23·9	60·3	27·5	30·3	24·6	30·2	292·6	84·8	22·1	185·7
3rd quarter										300·4	83·9	20·0	196·5

Table 3 — Fixed capital expenditure in the distributive and service trades at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	Shipping Industry	OTHER DISTRIBUTIVE AND SERVICE TRADES				Building Work	Vehicles (excluding ships of the Shipping Industry)	Plant and and Machinery
		Wholesale Distribution	Retail Distribution	Other Industries	Total			
		Standard Industrial Classification						
	S.I.C. 704	810, 831, 832	820	XVII Part of XIX, XXI, Part of XXII and XXIII	XVII Part of XIX, XX, Part of XXI Part of XXII and XXIII			
1958	147	73	130	338	541	203	161	177
1959	161	92	163	376	631	235	186	210
1960	158	100	175	440	715	270	223	222
1961	126	105	195	503	803	313	237	253
1962	104	116	187	492	795	327	221	247
1963	85	126	204	548	878	328	226	284
1964	124	145	240	616	1,001	351	300	350
1960 1st quarter	40	22	43	115	180	70	55	55
2nd quarter	43	25	43	108	176	67	55	54
3rd quarter	38	26	44	104	174	64	54	56
4th quarter	37	27	45	113	185	69	59	57
1961 1st quarter	39	28	44	126	198	75	60	63
2nd quarter	27	27	47	125	199	78	58	63
3rd quarter	31	26	52	129	207	79	65	63
4th quarter	29	24	52	123	199	81	54	64
1962 1st quarter	26	25	52	114	191	78	53	60
2nd quarter	33	27	48	121	196	81	53	62
3rd quarter	22	33	46	134	213	91	58	64
4th quarter	23	31	41	123	195	77	57	61
1963 1st quarter	23	29	52	127	208	80	61	67
2nd quarter	18	32	47	135	214	81	65	68
3rd quarter	22	31	51	137	219	81	65	73
4th quarter	22	34	54	149	237	86	75	76
1964 1st quarter	27	36	58	148	242	81	75	86
2nd quarter	28	34	62	142	238	82	72	84
3rd quarter	36	35	60	159	254	90	76	88
4th quarter	33	40	60	167	267	98	77	92
1965 1st quarter	15	37	61	165	263	98	78	87
2nd quarter	30	34	57	161	252	95	76	81
3rd quarter					243	98	69	76

Table 4 — Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1 168	927	2,095
1963	1,074	993	2,067
1964	1,244	1,172	2,416
1965			
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	234	475
2nd quarter	268	235	503
3rd quarter	269	242	511
4th quarter	296	282	578
1964 1st quarter	273	272	545
2nd quarter	304	273	577
3rd quarter	311	292	603
4th quarter	356	335	691
1965 1st quarter	337	291	628
2nd quarter	333	298	631
3rd quarter	348	275	623

Notes relating to Tables 1, 2, 3 and 4.

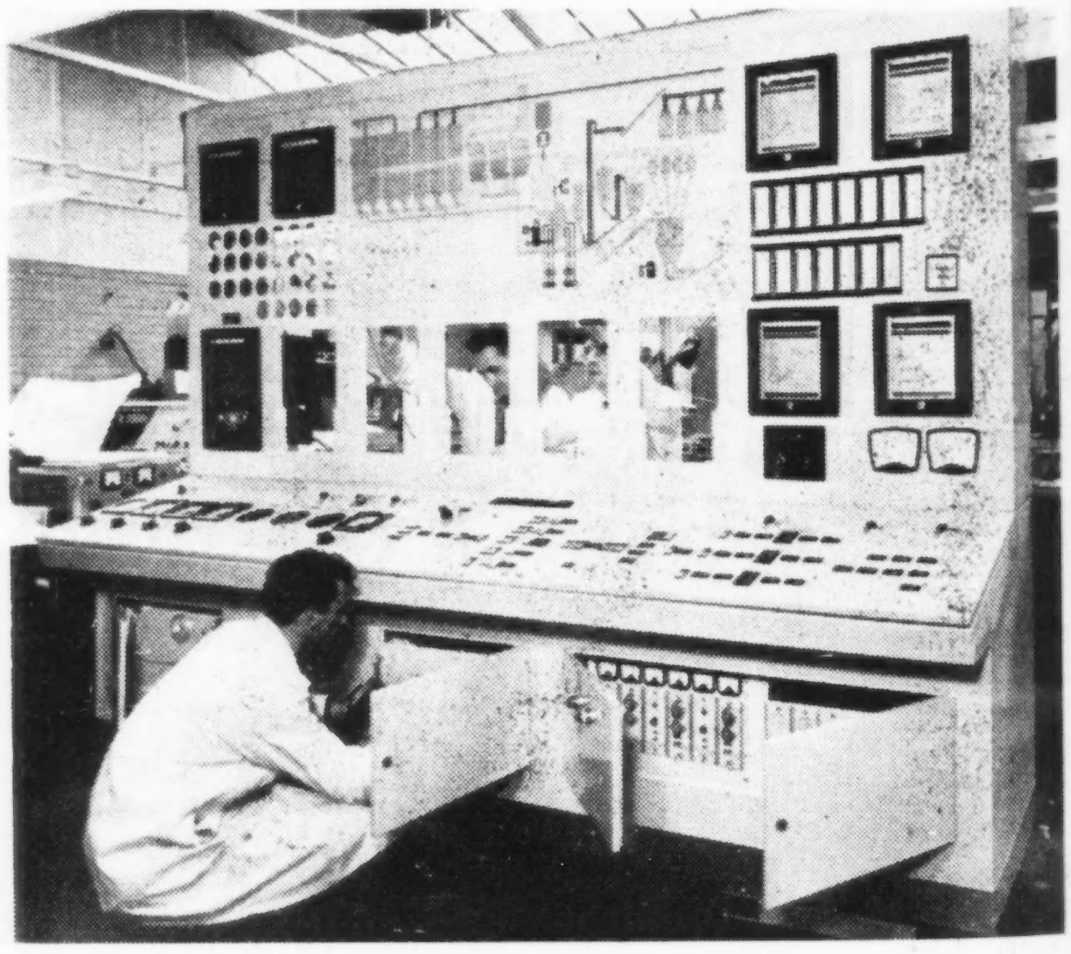
(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

ELECTRONIC EQUIPMENT FOR NORWAY



This electronic control equipment photographed during assembly in the works of Davy and United Instruments Limited, a member of the Davy-Ashmore Group, is for a 23 ft. diameter Aerofall mill which Ashmore, Benson, Pease & Company Limited, also a member of the Davy-Ashmore Group, are supplying to A/S Dalen Portland Cementfabrik, Norway, for crushing limestone for cement raw meal. The equipment uses audio/electronic control techniques to ensure that the maximum operational efficiency is maintained. The system also incorporates five conveyor belt loadcell weighers which are controlled to regulate the weight at which materials are fed into the mill and to measure the output.

Industry's stocks in the third quarter of 1965

PROVISIONAL ESTIMATES of the change in industry's stocks in the third quarter of 1965 show an increase of £99 million (at 1958 prices, seasonally adjusted). Stockbuilding was considerably higher in the third quarter than in the earlier quarters of this year and was similar to the quarterly rate in the second half of 1964. The rise between the second and third quarters of 1965 was more than accounted for by the increase in the stocks of the distributive trades.

The volume of manufacturers' stocks and work in progress is provisionally estimated to have risen by £71 million (at 1958 prices, seasonally adjusted) in the third quarter. While remaining below the rate in 1964 manufacturers' stockbuilding exceeded that in the first half of this year. Manufacturers' stocks rose more than production and the stocks/production ratio rose slightly (see Table 5). This follows a substantial increase in the second quarter and the ratio is now at its highest level for two years and about the average level of 1957-64. Seasonally adjusted, stocks of all assets rose, finished goods rather more than materials and fuel and work in progress; the increase in work in progress was still slightly less than the recent trend, but was a substantial change from the exceptional fall in the second quarter of the year. This switch was largely due to corresponding changes in the iron and steel, and engineering industries. Relatively large changes are estimated in the

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1964	6,156	989	1,133	8,278
1960	+520	+48	+37	+605
1961	+230	+36	+29	+295
1962	+ 33	+22	+14	+ 69
1963	+ 89	+29	+55	+173
1964	+332	+44	+47	+423
1960 1st quarter	+109	N/C	+18	+127
2nd quarter	+138	+11	+18	+167
3rd quarter	+148	+19	+ 2	+169
4th quarter	+125	+18	— 1	+142
1961 1st quarter	+ 86	+35	+25	+146
2nd quarter	+ 66	+17	+10	+ 93
3rd quarter	+ 45	— 9	— 4	+ 32
4th quarter	+ 33	— 7	— 2	+ 24
1962 1st quarter	— 8	N/C	+ 5	— 3
2nd quarter	+ 31	— 7	—10	+ 14
3rd quarter	+ 26	+26	+11	+ 63
4th quarter	— 16	+ 3	+ 8	— 5
1963 1st quarter	+ 49	— 4	+ 3	+ 48
2nd quarter	— 9	+17	+18	+ 26
3rd quarter	— 12	— 7	— 1	— 20
4th quarter	+ 61	+23	+35	+119
1964 1st quarter	+ 79	+ 2	+ 3	+ 84
2nd quarter	+126	+ 5	+12	+143
3rd quarter	+ 77	+ 6	+17	+100
4th quarter	+ 50	+31	+15	+ 96
1965 1st quarter	+ 49	—11	+11	+ 49
2nd quarter	+ 83	—15	+ 6	+ 74
3rd quarter	+ 71	+ 9	+19	+ 99

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f) £ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1964	885	546	475	2,959	686	605	6,156	2,263	2,269	1,624
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1964	+ 7	+31	+30	+193	+48	+23	+332	+107	+144	+ 81
1960 1st quarter	+ 7	+ 1	+16	+ 64	+13	+ 8	+109	+ 52	+ 23	+ 34
2nd quarter	+14	+15	+15	+ 64	+13	+17	+138	+ 62	+ 37	+ 39
3rd quarter	+ 9	+15	+27	+ 55	+26	+16	+148	+ 70	+ 22	+ 56
4th quarter	+22	+10	+15	+ 67	—10	+21	+125	+ 41	+ 45	+ 39
1961 1st quarter	+ 9	+10	+12	+ 33	+ 5	+17	+ 86	+ 39	+ 39	+ 8
2nd quarter	— 2	+ 5	+ 1	+ 30	+13	+19	+ 66	+ 17	+ 20	+ 29
3rd quarter	+12	+ 3	— 5	+ 30	N/C	+ 5	+ 45	+ 15	+ 15	+ 15
4th quarter	— 1	— 3	— 1	+ 41	+ 5	— 8	+ 33	— 20	+ 10	+ 43
1962 1st quarter	+ 9	— 5	—12	+ 10	+ 1	—11	— 8	— 13	— 1	+ 6
2nd quarter	+10	— 3	— 4	+ 29	— 2	+ 1	+ 31	N/C	+ 21	+ 10
3rd quarter	+12	+ 6	— 9	+ 18	— 4	+ 3	+ 26	— 14	+ 15	+ 25
4th quarter	N/C	+ 4	+ 1	— 28	— 1	+ 8	— 16	— 23	— 3	+ 10
1963 1st quarter	+ 2	+ 8	+ 5	+ 29	— 9	+14	+ 49	— 7	+ 33	+ 23
2nd quarter	+21	— 4	N/C	— 12	— 5	— 9	— 9	— 8	+ 5	— 6
3rd quarter	— 1	— 6	— 6	+ 7	— 4	— 2	— 12	— 15	+ 20	— 17
4th quarter	+35	+ 3	+ 6	+ 34	— 9	— 8	+ 61	+ 20	+ 39	+ 2
1964 1st quarter	+ 1	+ 5	+14	+ 51	+11	— 3	+ 79	+ 39	+ 46	— 6
2nd quarter	—11	+16	+18	+ 65	+27	+11	+126	+ 28	+ 39	+ 59
3rd quarter	+ 7	+ 4	— 5	+ 61	— 1	+11	+ 77	+ 3	+ 36	+ 38
4th quarter	+10	+ 6	+ 3	+ 16	+11	+ 4	+ 50	+ 37	+ 23	— 10
1965 1st quarter	—16	—18	+ 9	+ 52	+14	+ 8	+ 49	+ 3	+ 66	— 20
2nd quarter	—11	+38	— 4	+ 49	— 5	+16	+ 83	+ 21	— 16	+ 78
3rd quarter							+ 71	+ 19	+ 19	+ 33

food, drink and tobacco and 'other manufacturing' industries in which stocks rose, and the textiles industries where they fell.

Wholesalers' stocks showed a turnround from the falls in the previous two quarters and rose slightly; this movement was common to the three groups. The volume of retailers' stocks (at 1958 prices seasonally adjusted) rose by £19 million which is slightly higher than the recent quarterly increases.

Final estimates of changes in stocks in the third quarter of 1965 and industry group information will be published in the *Board of Trade Journal* in January 1966.

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1964
810	General wholesale distributors . . 1960	— 1	+10	+15	+ 2	+26	
	1961	+28	+10	— 2	—10	+26	
	1962	— 6	—11	+16	+ 5	+ 4	
	1963	— 4	+11	—13	+19	+13	
	1964	— 2	+ 4	+ 7	+32	+41	658
	1965	—11	— 8				
831	Dealers in coal, builders' materials, etc. 1960	N/C	+ 1	N/C	+ 3	+ 4	
	1961	+ 1	+ 1	— 1	— 1	N/C	
	1962	+ 1	N/C	+ 2	+ 1	+ 4	
	1963	+ 2	+ 2	— 2	+ 3	+ 5	
	1964	+ 1	— 1	+ 5	— 2	+ 3	93
	1965	— 3	— 2				
832	Dealers in industrial materials and machinery 1960	+ 1	N/C	+ 4	+13	+18	
	1961	+ 6	+ 6	— 6	+ 4	+10	
	1962	+ 5	+ 4	+ 8	— 3	+14	
	1963	— 2	+ 4	+ 8	+ 1	+11	
	1964	+ 3	+ 2	— 6	+ 1	N/C	238
	1965	+ 3	— 5				
	Total wholesalers 1960	N/C	+11	+19	+18	+48	
	1961	+35	+17	— 9	— 7	+36	
	1962	N/C	— 7	+26	+ 3	+22	
	1963	— 4	+17	— 7	+23	+29	
	1964	+ 2	+ 5	+ 6	+31	+44	989
	1965	—11	—15	+ 9			

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors (a)

£ million

	1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1964
Manufacturing (b) 1960	+128	+181	+128	+161	+598	
1961	+112	+104	+ 47	+ 55	+318	
1962	+ 9	+ 29	+ 14	+ 33	+ 85	
1963	+ 67	N/C	+ 10	+152	+229	
1964	+120	+180	+108	+144	+552	6,830
1965	+121	+149	+ 97			
Wholesaling (c) 1960	+ 7	+ 18	+ 52	— 22	+ 55	
1961	+ 44	+ 20	+ 15	— 36	+ 43	
1962	+ 6	+ 5	+ 40	— 19	+ 32	
1963	— 6	+ 23	+ 23	+ 8	+ 48	
1964	+ 12	+ 26	+ 45	+ 10	+ 93	1,090
1965	+ 1	+ 8	+ 42			
Retailing (d) 1960	+ 68	+ 15	— 19	— 20	+ 44	
1961	+ 69	+ 36	— 10	— 34	+ 61	
1962	+ 60	— 1	— 1	— 13	+ 45	
1963	+ 56	— 6	— 13	+ 26	+ 63	
1964	+ 55	+ 13	+ 7	+ 15	+ 90	1,252
1965	+ 73	— 1	+ 6			
Total (e) 1960	+203	+214	+161	+119	+697	
1961	+225	+160	+ 52	— 15	+422	
1962	+ 75	+ 33	+ 53	+ 1	+162	
1963	+117	+ 17	+ 20	+186	+340	
1964	+187	+219	+160	+169	+735	9,172
1965	+195	+156	+145			

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

INDUSTRY'S STOCKS, *continued*

The relationship of manufacturer' stocks to manufacturing production

Table 5

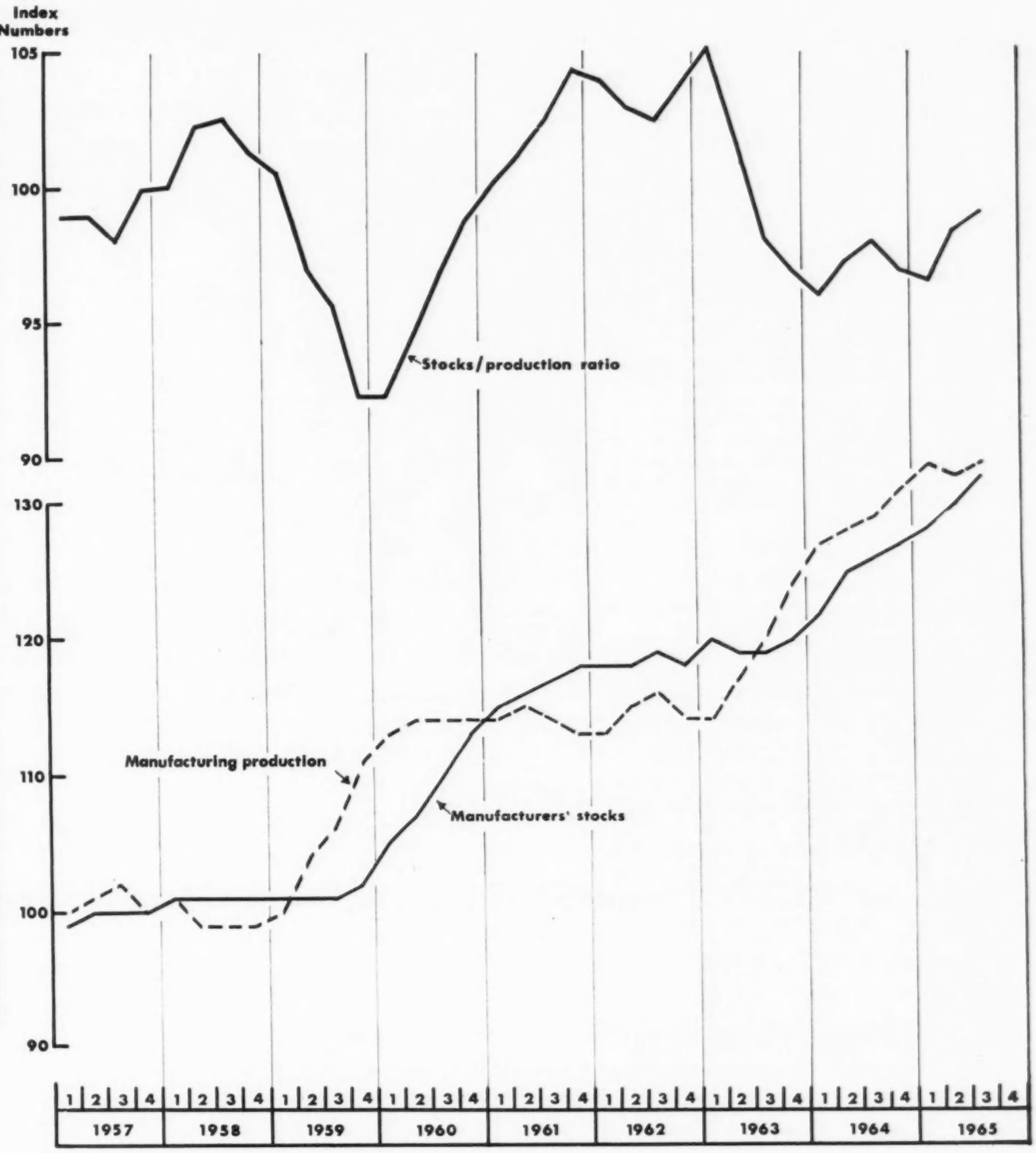
Period (quarters)	Index numbers 4th quarter 1957 = 100 seasonally adjusted (1)		
	Stock levels (at 1958 prices)	Production (with 1958 net output weight) (2)	Ratio of stocks to production (3)
1957 1	99	100	98·9
2	100	101	99·0
3	100	102	98·1
4	100	100	100·0
1958 1	101	101	100·1
2	101	99	102·3
3	101	99	102·6
4	101	99	101·4
1959 1	101	100	100·6
2	101	104	97·0
3	101	106	95·7
4	102	111	92·3
1960 1	105	113	92·3
2	107	114	94·6
3	110	114	96·8
4	113	114	98·8
1961 1	115	114	100·4
2	116	115	101·3
3	117	114	102·4
4	118	113	104·4
1962 1	118	113	104·1
2	118	115	102·9
3	119	116	102·5
4	118	114	103·8
1963 1	120	114	105·2
2	119	117	101·6
3	119	121	98·0
4	120	124	97·1
1964 1	122	127	96·1
2	125	128	97·3
3	126	129	98·1
4	127	131	97·0
1965 1	128	133	96·6
2	130	132	98·4
3	132	133	99·1

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1956 and 1957 derived from the previous index based on 1954.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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Of The United Kingdom of Great Britain and Northern Ireland

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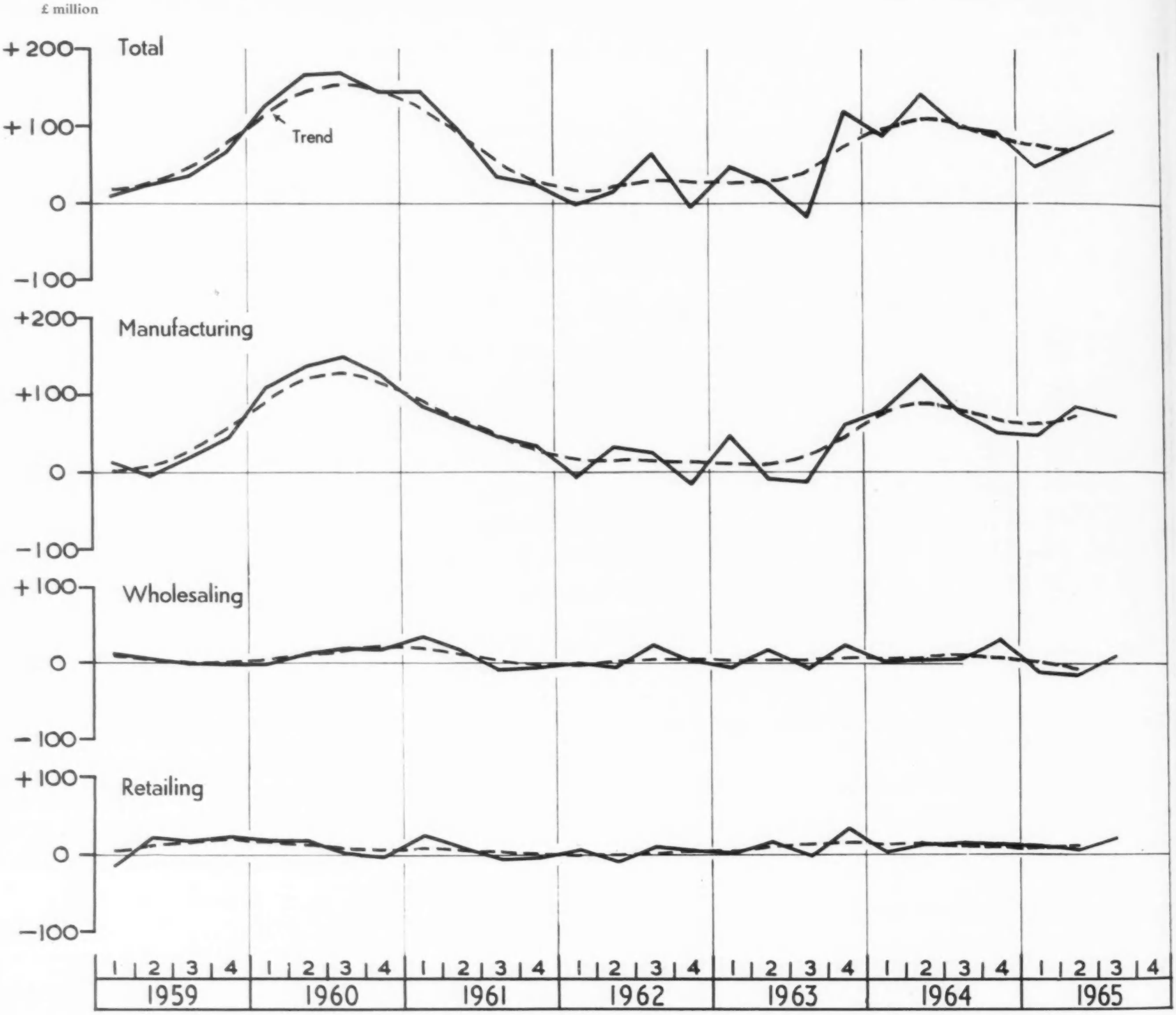
HMSO

Changes in industry's stocks at 1958 prices seasonally adjusted



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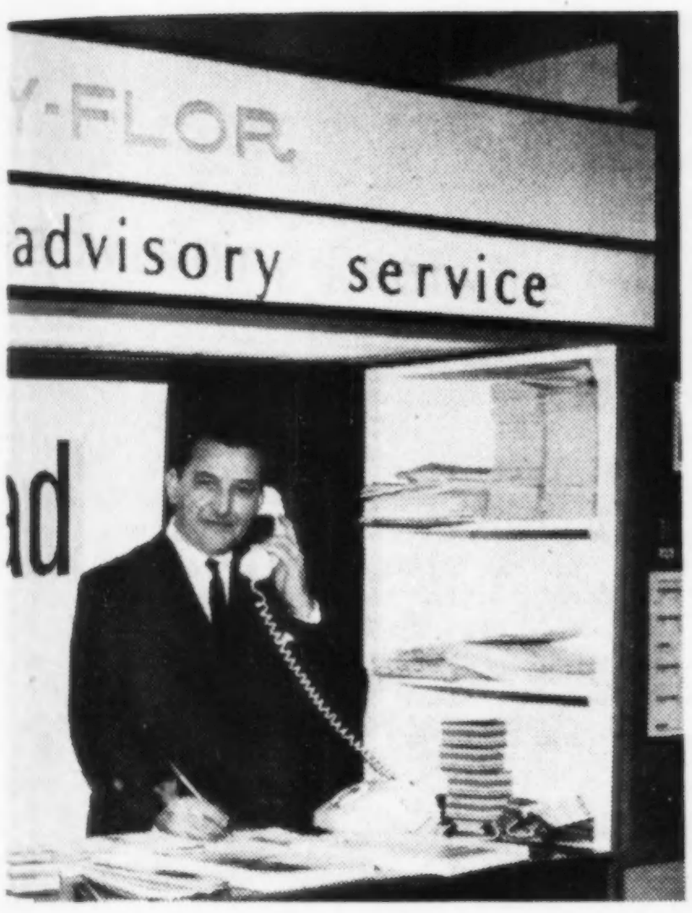
Chichester House,
64 Chichester Street
Belfast

Exhibitions and Fairs

DIRECT ORDERS AT THE BUILDING EXHIBITION



Before the International Building Exhibition at Olympia, London, closed on December 1, at least two firms reported substantial immediate orders placed on the stands. On the left Mr. Leslie Jennings, general sales manager of James Halstead Ltd., is seen telephoning orders through to his company's head office at Whitefield, Manchester. Halstead received what is believed to be the largest ever direct order received at the exhibition by a flooring manufacturer. It was for 560,000 sq. ft. of Poly-flor flexible pvc flooring for use in shipping, including a number of vessels for overseas customers. Also as the result of an inquiry at the Building Exhibition, the company have received an order for £50,000 worth of their products for a Scandinavian customer. Picture on the right shows Mr. Van der Velden (left), managing director of D. E. Oude Ijssel of Terborg, Holland, on the stand of Aluminium Building Components Ltd. with Mr. H. J. Rush, chairman and managing director of the company. Mr. Van der Velden had just placed a £10,000 order for aluminium double-hung sash windows with the company, for use in a multi-storey building project in Holland.

The 5th Building Exhibition at Paris

A report from the Commercial Department, British Embassy at Paris

THE FIFTH INTERNATIONAL Building Exhibition was held in the Centre National des Industries et des Techniques at Paris from November 18 to 28.

A biennial event, it was larger than on previous occasions and included all five floors of this very modern hall compared with only four in 1963. Even so, the organizers had quite a problem in accommodating all applicants into the surface area of 80,000 square metres. In all, 1,354 exhibitors, from 18 nations, of which 467 were foreigners, presented their most advanced techniques and materials, including pre-stressed and prefabricated structures; wall, roof and floor coverings; heating, ventilating, sanitary and electrical equipment; and every conceivable material connected with the building industry, for viewing by 188,500 visitors, of which 70 per cent were in the profession. This attendance was reported to be 85 per cent greater than in 1963.

Of the 17 foreign nations represented Germany had by far the greatest number of participants. She was followed by Italy and the United States. Great Britain came fourth with 47 firms who were either directly participating or were represented by their French agents. Fifteen of the British firms – members of the British National Council of Building Materials Producers – were co-operating with the Board of Trade in a joint venture scheme organized by The Building Centre. Their two adjoining group stands, which covered an area of 300 square metres, were attractively designed by the Central Office of Information.

It was the first occasion that many of the joint venture scheme participants had tackled the French market and those that had no agents interested in their products on arrival had received many interesting offers before the end of the exhibition. All agreed that their effort in coming to Paris had been worthwhile.

Great encouragement was given to the British firms at BATIMAT by the flying visit from the United Kingdom of Lord Mitchison, Parliamentary Secretary to the Ministry of Land and Natural Resources.

After touring the British stands Lord Mitchison attended a reception given on the joint venture stand by The British National Council of Building Producers. Here he was joined by Sir Patrick Reilly, HM Ambassador to France.

To the Editor, *Board of Trade Journal*

British Week in Hong Kong

Dear Sir,

One particular aspect of Mr. Ruffell's letter appearing on December 3, about the British Week in Milan cannot be over-emphasized, particularly when applied to the forthcoming Week in Hong Kong (March 3-12, 1966).

Whereas in Milan, it was possible for manufacturers to replenish stocks during the Week, this will be impossible to the distant Hong Kong market without having to bear the extra cost of air freight. Supplies must therefore be sufficient for the entire Week.

It would also be an error of judgment to suspect that Hong Kong will be a less important promotion than its European counterparts. Directors and managers of all the leading stores in Hong Kong, many of whom have recently visited this country, are all of the opinion that the first Week to be held in Asia will be an outstanding success. I do therefore appeal to industry to ensure that adequate supplies are in Hong Kong for the Week.

Michael Montague,
Deputy Chairman
Committee for Exports to Asia.
28 South Street, W.1.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of the Confederation of British Industry which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376.)

Encouraging number of visitors to camping fair

VISITORS TO Britain's first Camping and Sports Equipment Trade Fair (CSETF) at the Alexandra Palace, London, between November 15 and 19, included 1,174 trade buyers, according to the organizers, who claim that this attendance figure compares favourably with that of SPOGA Cologne (eighth International Camping and Sports Trade Fair), which registered 12,300 buyers with a 20 million consumer market, as against Great Britain with its 3½ million campers.

UK cycles and motor cycles at Milan show

THE BRITISH Cycle and Motor Cycle Industries Association Ltd. have collaborated with the Board of Trade in organizing a 'joint venture' stand at the International Cycle and Motor Cycle Show which opened in Milan on December 4. Sixteen member firms of the association are taking part in the show which closes on December 13. Exhibits on the 4,300 sq. ft. stand which was designed and produced by the Exhibitions Division of the Central Office of Information, include a comprehensive range of motor cycles and bicycles, together with three-wheeled cars, components, clothing and accessories.

A trade information inquiry stand will be manned by the association.

Exports of British bicycles and motor cycles totalled nearly £14 million in the first nine months of 1965, a 10 per cent increase over the same period of 1964.

The Interior Design and Contract Furnishing Exhibition is an exciting new exhibition catering exclusively for everyone concerned with furnishings and finishings. Interiors covered will include shops, restaurants, theatres, hotels, churches, colleges, hospitals and offices—in fact, every possible type of non-domestic interior. Free access to CARPEX will be provided by open archways, the bridging stands being occupied by the major fibre and hard floor covering manufacturers.

Sponsored by:
Interior Design and Contract Furnishing

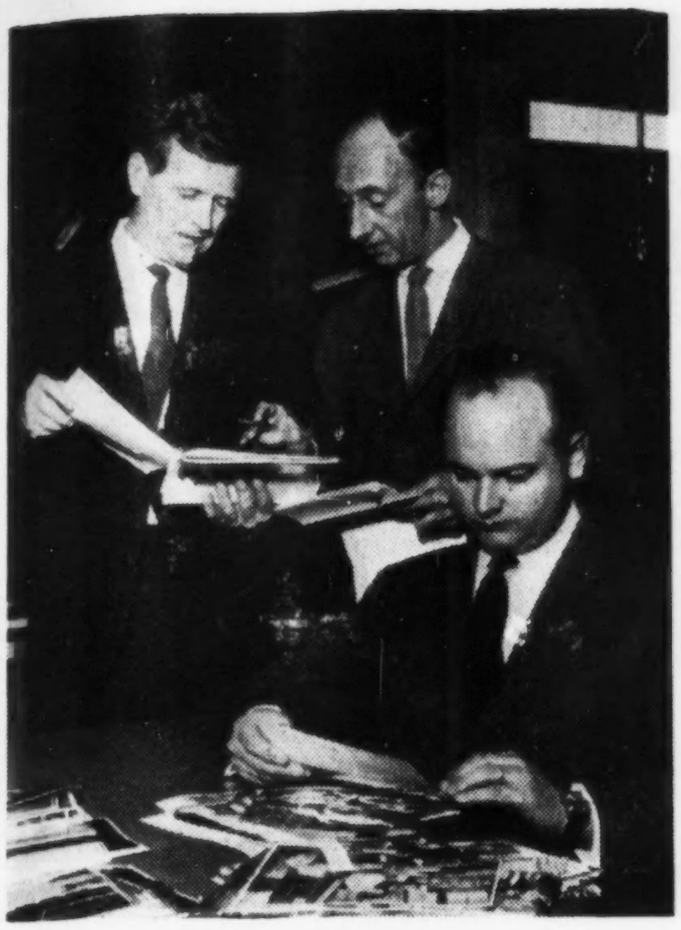
More space, more exhibitors than ever before will make CARPEX 66 the largest and most representative to date. Internationally renowned, CARPEX is recognised as the most important single event of the year in the European floor coverings trade. First showings of new materials, designs, styles and colours are a regular feature of the fair, many manufacturers timing their initial sales drives to coincide with the occasion. Backed by Britain's three main trade federations and enjoying the full support of leading manufacturers and suppliers, CARPEX is staged in Britain's largest exhibition hall and provides the ideal meeting place for manufacturers and buyers from all parts of the world.

Sponsored by:
The Federation of British Carpet Manufacturers.
The Linoleum Manufacturers' Association.
The Tufted Carpet Manufacturers' Association.

Earls Court, London
21-25 February 1966

Organised by:

Industrial and Trade Fairs Ltd., Commonwealth House,
1-19 New Oxford Street, London, W.C.1.
Telephone: CHAncery 9011 Cables: Indatfa London WC1 Telex: 262567



A special display of British merchandise is being arranged by Steen and Strom A/S of Oslo during the British Fortnight being held in Oslo from April 29 to May 15 next year. Shown here are Mr. Per Strom, (seated) sales director and Mr. Asbjorn Dalevold (left), display manager of Steen and Strom A/S during a visit to the Central Office of Information in London to select pictures showing aspects of British life which will form a background for the display. Accompanying the visitors is Mr. Arthur Braven, Consultant architect to British Overseas Fairs Ltd., who are organizing British Fortnight in Oslo in conjunction with the Export Council for Europe. British Overseas Fairs are also organizing the British Fair in Oslo which will be held at the same time.

Strong UK participation at 14th Interstoff

THERE WAS again a very strong British participation by over 40 firms at the 1965 autumn Interstoff – trade fair for clothing textiles – which took place in the Frankfurt Fair Grounds from November 23-26. The international character of the fair was proved once more as two-thirds of the exhibitors and almost half of the 13,000 visiting businessmen came from abroad. In total 422 manufacturers from 18 different countries showed their latest fabric collections designed for the autumn and winter season of 1966-67.

The Textile Promotion Consultative Committee in collaboration with the Board of Trade mounted a 'joint venture' group display which has become a regular feature at both the spring and autumn Interstoff. Twenty-six British firms took part and with only one exception were well satisfied with their results. Most of the manufacturers are now regular exhibitors and come to consolidate their existing contacts as well as to find new outlets.

The emphasis at the fair was mainly concentrated on textiles for women's wear. This is in accordance with the policy of the fair organizers who aim to create a specialized market for fashion merchandise. The British success, therefore, tended to be in knitted fabrics, tweeds and tartans, ladies' woollens and worsteds, brocades, silks and laces. Nevertheless makers of men's suiting were also able in general to report satisfactory results. The joint venture group organized a well decorated information stand manned by representatives from the National Wool Textile Export Corporation, the Silk and Man-made Fibres Users' Association, the Cotton Board and the British Embassy in Bonn. Sample lengths of cloth from 26 manufacturers were on display and everyone was kept busy for the duration of the fair answering queries, directing visitors and taking particulars of agents from all parts of the world interested in representing British textile manufacturers.

On the third day of the fair, Mr. A. H. Ballantyne, HM Consul-General, Frankfurt, visited many of the British exhibitors. Many sampling orders and inquiries had been received from all parts of Europe as well as from the Middle East and America. Demand from Scandinavian countries had been particularly strong.

At the close of the fair the organizers reported a distinct trend towards the fashionable elements in the garment trade. In wools and silks, crepe played a major role and new types of fibres and yarns had opened many new possibilities for winter synthetics, particularly in mesh fabrics, but also in new collections of weaves. Bright colours continued to be preferred and patterned fabrics were dominated by graphic art, rich in contrasts, including geometrical black and white designs. In cottons the improved finishing process for wash-and-wear and crease-resistance continued to arouse considerable interest. Above all from the standpoint of processing, the new coin-bonded fabrics were again a centre of attraction.

It is clear that the Frankfurt Interstoff continues to grow in importance. British firms are now well aware of the opportunity it offers to make contacts, with textile buyers from continental and world markets. In 1964 British textiles were sold in more than 160 different markets and exports totalled £285 million in value. The work put in at Interstoff makes a significant contribution to this outstanding record.

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

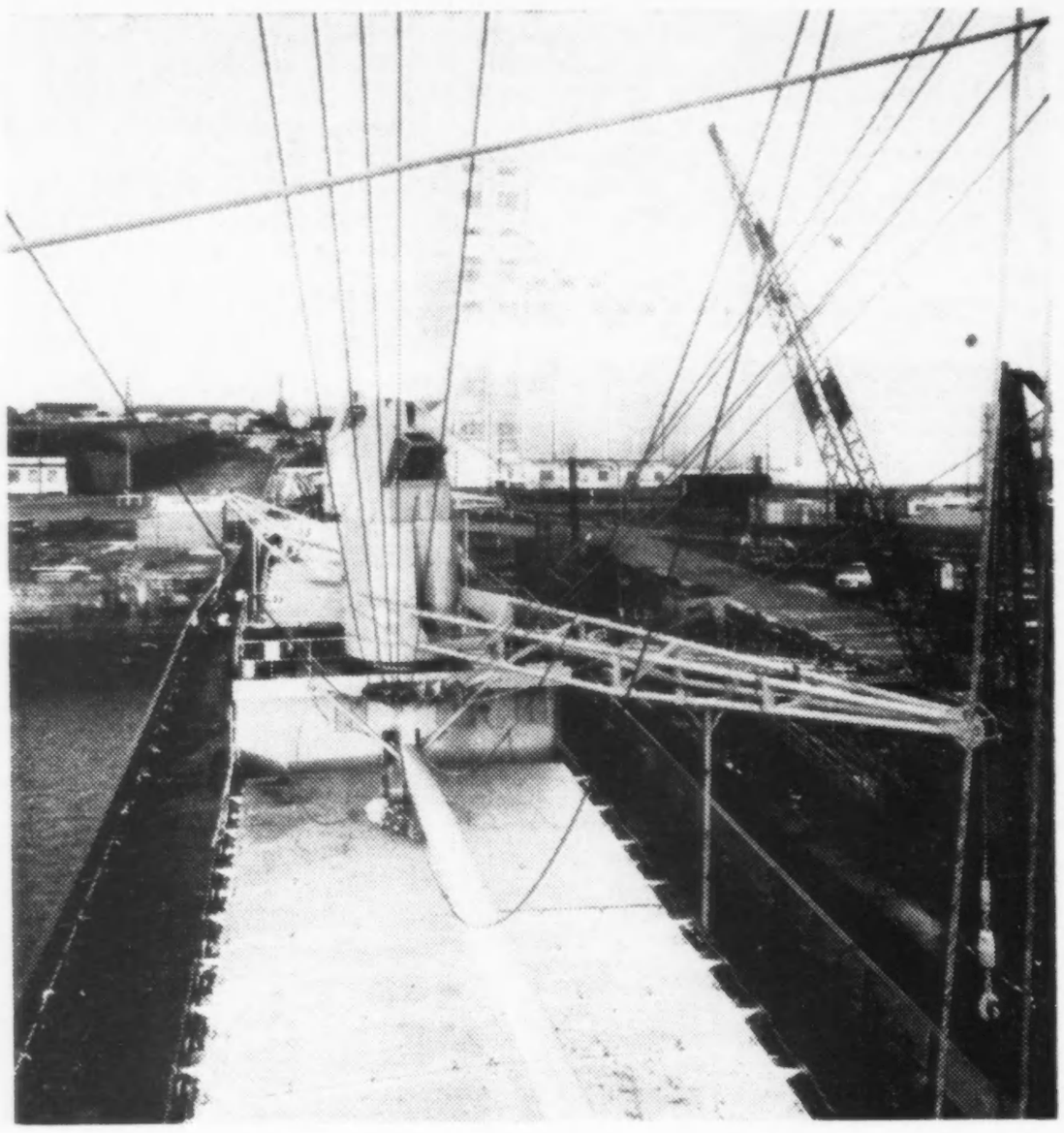
All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

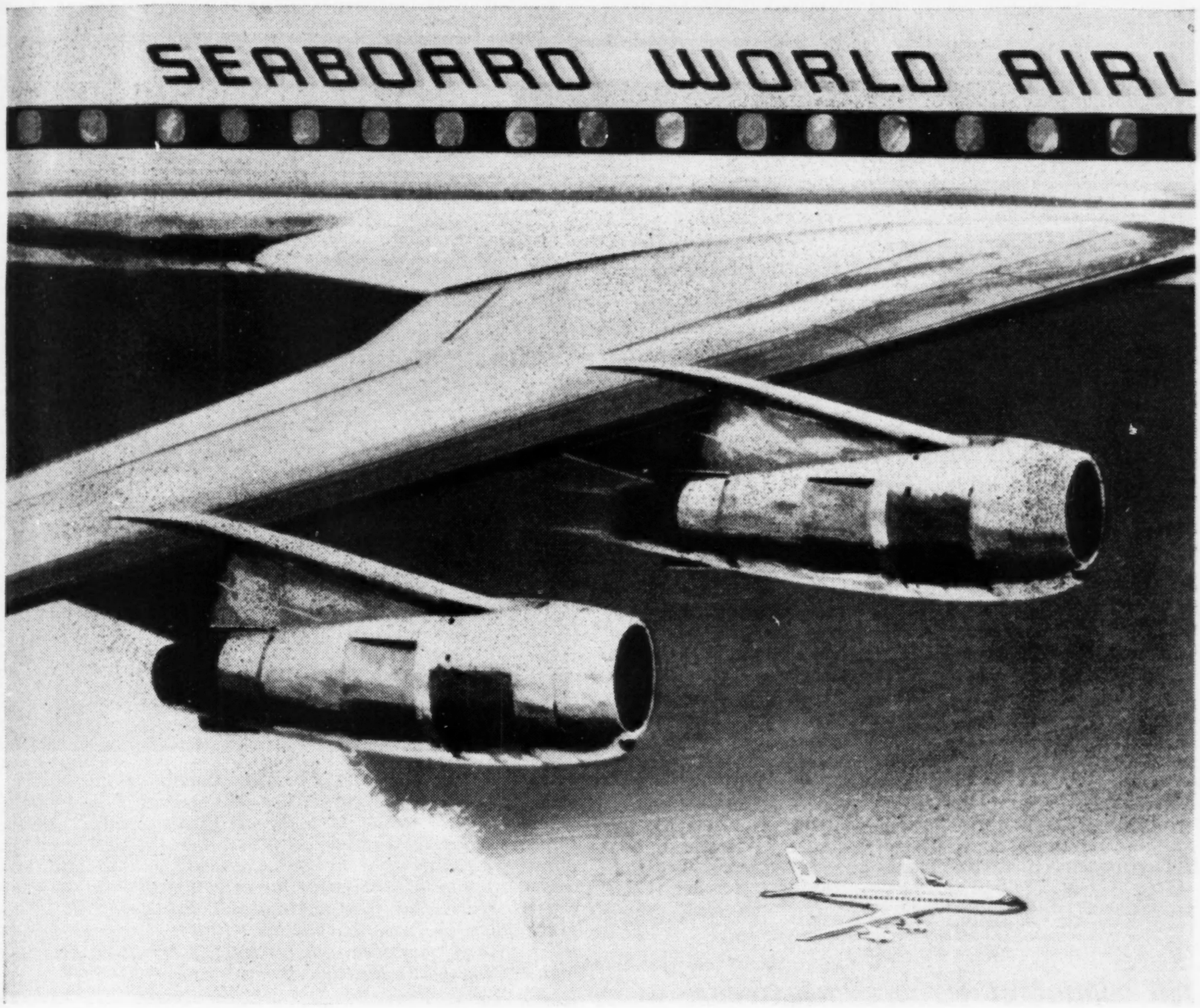
Mr. A. H. Ballantype, HM Consul General, Frankfurt (left), discusses a point with Herr Steidle, director of the Interstoff fair authority (centre) during a visit to one of the British stands at the fair. (*See report on page* 1397.)



The cargo deck of the 2,378 *dwt.-ton 'Salerno' seen from the bridge of the vessel. This is the first of a* £3 *million fleet of five small cargo vessels completely equipped as containerized cargo carriers owned by Ellerman's Wilson Line which sailed on her maiden voyage from Hull on November* 26. *The 'Salerno' will operate in the Hull-East Swedish trade jointly operated by Ellerman's Wilson Line and Svea Line of Stockholm. A feature of the vessel is that the diesel engines can be directly controlled from the bridge, and while in open sea the engine room could be left unmanned. With this new design the company is able to operate the vessel with a crew of* 17 *compared with* 29 *in a 'conventional' small cargo liner of similar size.*

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 227*A, Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to HM Stationery Office.*



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CONNECTIONS TO THE REST OF THE WORLD

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

France and Poland

IT WAS ANNOUNCED in the French press on November 6, 1965, that a five year trade agreement between France (and the Republics of Central Africa, Gabon, Upper Volta and other members of the franc zone) and Poland was signed in Warsaw on October 22, 1965, covering the period January 1, 1965, to December 31, 1969.

Over the five year period of the agreement Poland may buy ships and complete industrial installations and equipment for the production of fertilizers and chemicals, including acrylonitrile, ethylene oxide, polyethylene, glycol, butadiene and polybutadiene. Also equipment for generating and distributing electricity, mining, for manufacturing diesel motors, for the textile and food industries and foundry equipment. Under the annual lists provision is made for French exports of machinery, iron and steel products, synthetic fibres, paper products, chemicals, pharmaceutical preparations, agricultural products and various animals for breeding purposes.

Polish exports to France will include meat and fish products, fruit and vegetables, tobacco, coal, chemicals, books and periodicals, furniture, iron and steel products, machine tools, complete grain silos, textiles, clothing, footwear, electrical equipment, radios, television receivers and parts, and agricultural tractors. Detailed information on the quotas is available. Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5764G.

British commercial representatives overseas

IN THE LIST of British Commercial Representatives Overseas published in the *Board of Trade Journal* of November 26, the telephone number of Mr. O. B. Mackie, Vice-Consul (Commercial), in Dallas, Texas, should read ME73600 (Area Code No. 214). Zip code number is 75207.

In the same issue the name of HM Consul at Port Elizabeth should read Mr. D. S. Cross.

The address of the British Embassy, Vienna, published in the *Journal* of November 19, page 1237, should read Reisnerstrasse.

The Imperial Typewriter Co. Ltd., London, is negotiating a five-year £750,000 p.a. contract for the assembly and sale of their machines in Poland. Mr. Roger Evans (centre), chairman of Imperial, flew to Warsaw on November 10 for the exhibition of office equipment held by the Company and to talk terms with leaders of state industries for the assembly of Imperial machines in Poland. He is seen here talking, in Polish, to guests at a cocktail party given by Imperial. On his left is Sir George Lisle Clutton, the British Ambassador. On his right is Mr. E. Zadrzynski, Polish minister for light industries.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of November 26 issue.

Eclipse

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M 31

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

Department of Supply:

(240/65) Cutter Sharpening Machine. January 12, 1966. E.S.B. 42868/65.*

(240/65) Machine Tool. January 11, 1966. E.S.B. 42870/65.*

(240/65) Boring and Turning Mill. January 13, 1966. E.S.B. 42869/65.*

(241/65) Dam Construction for South Australian Government. (Pre-qualification.) Closing date for registration February 3, 1966. E.S.B. 43329/65.

State Electricity Commission of Queensland:

(241/65) Overhead Lines. December 22. E.S.B. 43325/65.

(241/65) Transformers. December 22. E.S.B. 43326/65.*

State Electricity Commission of Victoria:

(241/65) Current Limiting Reactors. January 24, 1966. E.S.B. 43309/65.*

(241/65) Circuit Reclosers. January 24, 1966. E.S.B. 43310/65.*

(241/65) Steam Generating Plant for Western Australian Government Tender Board. (Further Information.) February 3, 1966. E.S.B. 37444/65.

(242/65) Bridge Construction for The Secretary, Country Roads Board. (Further Information.) Closing date postponed to January 10, 1966. E.S.B. 32291/65.

BURMA

Construction Stores:

(242/65) Drain Cleaning Rods. January 7, 1966. E.S.B. 43511/65.*

(242/65) Sanitary Ware. January 7, 1966. E.S.B. 43512/65.*

(242/65) Wire Netting. January 7, 1966. E.S.B. 43524/65.*

(242/65) Toilet Cisterns. January 7, 1966. E.S.B. 43527/65.*

(242/65) Kitchen Sinks; Toilet Seats. January 7, 1966. E.S.B. 43528/65.

People's Stores Corporation:

(242/65) Workshop Tools and Equipment. December 25. E.S.B. 43529/65.*

(242/65) Air Compressors. January 3, 1966. E.S.B. 43530/65.*

(242/65) Air Compressors. January 3, 1966. E.S.B. 43533/65.*

(242/65) Ventilation Equipment. December 25. E.S.B. 43540/65.*

(242/65) Drawing Office and Surveying Equipment. December 25. E.S.B. 43543/65.*

(242/65) Mining and Milling Equipment. December 25. E.S.B. 43546/65.*

(242/65) Contractors' Plant. December 25. E.S.B. 43525/65.*

(242/65) Miscellaneous Equipment. December 31. E.S.B. 43554/65.*

BRUNEI

(239/65) Water Treatment Plant for Public Works Department. December 29. E.S.B. 42691/65.*

CANADA

(240/65) Pumps for Saskatchewan Department of Agriculture. January 18, 1966. E.S.B. 42819/65.*

CEYLON

(238/65) Paper and Board for Ministry of Finance. (Further Information.) Tender documents now available at Ceylon High Commission, 13 Hyde Park Gardens, W.2. E.S.B. 41367/65.*

(241/65) Construction Machinery and Equipment for Gal Oya Development Board. (Further Information.) Closing date postponed to December 31. E.S.B. 33504/65.*

Ministry of Health:

(242/65) HCN Cylinders. January 24, 1966. E.S.B. 43322/65.*

(241/65) Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 39436/65.*

(241/65) Weedkiller and Insecticides for Tender Board. December 31. E.S.B. 43324/65.

CYPRUS

(239/65) Envelopes for Government Printing Office. January 15, 1966. E.S.B. 42805/65.*

Ministry of Health:

(239/65) Disinfectants; Sprayers. January 8, 1966. E.S.B. 42814/65.*

(239/65) Laundry Materials. January 8, 1966. E.S.B. 42815/65.*

(239/65) Medical Supplies. January 8, 1966. E.S.B. 42811/65.*

(239/65) Vaccines and Sera. January 8, 1966. E.S.B. 42812/65.*

(239/65) D.D.T. January 8, 1966. E.S.B. 42813/65.*

(239/65) Paper and Board. January 29, 1966. E.S.B. 42806/65.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(242/65) Timber. December 30. E.S.B. 43513/65

(242/65) Screw Drivers. December 30. E.S.B. 43514/65

EL SALVADOR

(241/65) Boiler for La Comision Ejecutiva Hidroelectrica del Rio Lempa. January 10, 1966. E.S.B. 43359/65.

FORMOSA

Asia Cement Corporation:

(240/65) Truck Tractors. December 23. E.S.B. 42877/65.

(241/65) Pneumatic Pumping Equipment. December 23. E.S.B. 42878/65.*

(241/65) Air Compressors. December 23. E.S.B. 42879/65.*

(241/65) Dump Trucks. December 23. E.S.B. 42893/65.*

(241/65) Lathe. December 23. E.S.B. 42894/65.*

Central Trust of China:

(236/65) Welding Rod. December 24. E.S.B. 42366/65.*

(240/65) Cutting and Threading Machines. December 30. E.S.B. 42881/65.*

(241/65) Metal Manufactures; Lacquer. December 24. E.S.B. 42889/65.*

(241/65) Steel Pipes. December 24. E.S.B. 43338/65.*

(241/65) Dyestuffs and Chemicals. December 22. E.S.B. 43339/65.*

(241/65) Valves. December 29. E.S.B. 42880/65.*

(241/65) Pharmaceuticals. December 28. E.S.B. 42882/65.*

(241/65) Centrifugal Pump. December 31. E.S.B. 42883/65.*

(241/65) Pipe. December 30. E.S.B. 42884/65.*

(241/65) Lead Ingot. December 30. E.S.B. 42885/65.*

(241/65) Zinc Dust. December 30. E.S.B. 42886/65.*

(241/65) Measuring Instruments. December 30. E.S.B. 42892/65.*

(241/65) Marine Diesel Engine. December 27. E.S.B. 42891/65.*

(241/65) Telephone Equipment. December 28. E.S.B. 43331/65.*

(241/65) Pneumatic Breakers. December 31. E.S.B. 42887/65.*

(241/65) Crucible Furnace. December 27. E.S.B. 42890/65.

(241/65) Printing Machine. December 27. E.S.B. 43342/65.*

(241/65) Tractor-Loader. December 28. E.S.B. 43343/65.*

(241/65) Fork Lift Truck. December 28. E.S.B. 43344/65.*

(241/65) Valves. December 27. E.S.B. 43345/65.*

(241/65) Precision Chain. December 27. E.S.B. 43346/65.*

(241/65) Diesel Locomotive. December 27. E.S.B. 43347/65.*

(242/65) Pumps. December 29. E.S.B. 43333/65.*

(242/65) Potassium Metabisulphite. December 28. E.S.B. 43334/65.*

(242/65) Intercoolers and Separators. December 29. E.S.B. 43335/65.*

(242/65) Measuring Equipment. December 27. E.S.B. 43336/65.*

(242/65) Valves and Fittings. December 23. E.S.B. 43337/65.*

FRANCE

(236/65) Stationers' Sundries for Allied Forces Central Europe. December 27. E.S.B. 42388/65.

(236/65) Furniture for Groupement des Achats de Matériels Scolaires. December 24. Tender documents (in French) available. E.S.B. 42633/65.*

GERMANY (FEDERAL REPUBLIC)

(240/65) Hospital Project for Staatliches Universitaetsbaumt Marburg. (Advance Information.) December 22. E.S.B. 42840/65.

(242/65) Insulating Materials for Staatshochbeuemt Fuer Die Universitaet Bochum. Closing date not known. E.S.B. 42841/65.

GREECE

(241/65) Milk Plant Equipment for Agricultural Bank of Greece. (Further Information.) Closing date postponed to January 24, 1966. E.S.B. 24858/65.*

(240/65) Sewage Plant Equipment for Greek Sewage Organization (YDREX). January 7, 1966. E.S.B. 42841/65.*

INDIA

(241/65) Shot Blasting Equipment for Atomic Energy Establishment. December 22. E.S.B. 42896/65.

No. 1 of a series

Issued for the information of Exporters who would soon feel the benefit of entrusting their packing and transportation to one of the most experienced organisations in the business

THE PACKING AND TRANSPORTATION DIVISIONS OF LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES

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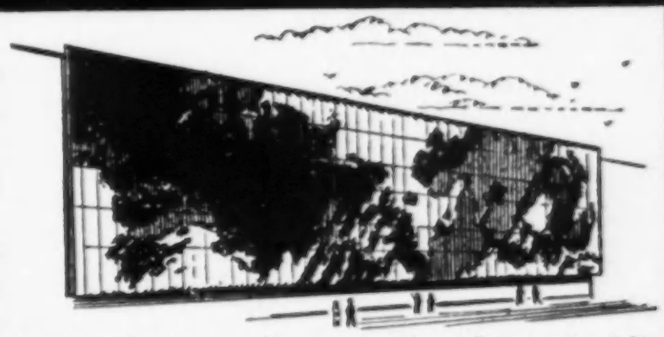
THE WORLD'S LARGEST MURAL



The world's largest mural, 200 ft. x 50 ft., painted by Stefan Knapp on glass fused to steel, weighing 52 tons and consisting of 280 panels each 8 ft. x 4 ft., had to be packed in England and delivered to a department store in Paramus, New Jersey, U.S.A. It was housed in specially reinforced and padded cases, shipped by ss *Maronia* and delivered to the store by road. It took a crew of six men about one month to hang the mural on the exterior wall of the store, as compared with only seven days to pack and transport it. An individual operation certainly, but the same meticulous care is given to all the recurrent exports which are handled by the Export Packing Division of Lloyd's Packing Warehouses Group of Companies.

THE EXPORT PACKING DIVISION
of the LLOYD'S PACKING WAREHOUSES GROUP OF COMPANIES
Head Office: 20 PRINCESS STREET · MANCHESTER 1 · *Telephone:* CENtral 4400

(236/65) Tin Ingots for Directorate of Supplies and Disposals. January 18, 1966. E.S.B. 42668/65.
(241/65) Electroplating Equipment for Hindustan Aeronautics Ltd. December 30. E.S.B. 43397/65.
Madras State Electricity Board:
(236/65) Lifting Tackle. December 28. E.S.B. 42605/65.
(236/65) Meters; Testing Kits. December 29. E.S.B. 42606/65.
Neyveli Lignite Corporation Ltd.:
(236/65) Pump Sets. December 23. E.S.B. 42624/65.
(236/65) Centrifugal Pumps. (Further Information.) Tender documents now available. E.S.B. 41811/65.*
(239/65) Railway Signalling Equipment for South Eastern Railway, Calcutta. February 24, 1966. E.S.B. 42689/65.

IRAQ

(240/65) Floodlighting for Basra City Council. January 19, 1966. E.S.B. 37495/65.*
(240/65) Bottles for Central Foreign Purchasing Board. (Further Information.) Tender documents now available. E.S.B. 42230/65.*
General Poultry Company:
(240/65) Poultry Processing Plant. February 15, 1966. E.S.B. 42828/65.*
(240/65) Poultry Feed Mill Project. (Further Information.) Closing date postponed to January 31, 1966. E.S.B. 39191/65.*
Iraqi Ports Administration:
(240/65) Machine Tools. (Further Information.) Tender documents now available. E.S.B. 41060/65.*
(240/65) Concrete Mixers. (Further Information.) Tender documents now available. E.S.B. 41061/65.*
(240/65) Horizontal Boring and Facing Machine. (Further Information.) Tender documents now available. E.S.B. 41062/65.*
(240/65) Lathes. (Further Information.) Tender documents now available. E.S.B. 42231/65.*
Ministry of Defence:
(240/65) Zinc Blocks. (Further Information.) E.S.B. 42233/65.*
(240/65) Overalls. (Further Information.) E.S.B. 42234/65.*
Ministry of Municipal and Rural Affairs:
(239/65) Water Supply Scheme. February 15, 1966. 42808/65.
(239/65) Water Supply Scheme. February 15, 1966. E.S.B. 42809/65.
(239/65) Water Supply Scheme. March 1, 1966. E.S.B. 42810/65.*
(240/65) Tyres and Tubes; Batteries for Ministry of Oil. December 26. E.S.B. 42827/65.*
(239/65) Telephone and Telegraph Line Materials for Post, Telegraphs and Telephones Administration. January 15, 1966. E.S.B. 42807/65.

JAMAICA

(236/65) Electrical Equipment for Jamaica Public Service Co. Ltd. (Advance Information.) E.S.B. 42657/65.

KUWAIT

(238/65) Meters and Transformers for Central Tenders Committee. December 28. E.S.B. 42671/65.*

LEBANON

(242/65) Timber for UNRWA, Beirut. December 23. E.S.B. 43396/65.*

MALTA

(236/65) Bitumen for The Treasury, Valetta. December 29. E.S.B. 42390/65.*
Directorate of Public Works:
(239/65) Tractor Shovel. December 29. E.S.B. 42815/65.*
(239/65) Bitumen. December 29. E.S.B. 42818/65.*
(240/65) Electrical Installations for Department of Agriculture. December 22. E.S.B. 42874/65.*

MALAYSIA

(240/65) Oil Palm Processing Factory for Federal Land Development Authority. January 31, 1966. E.S.B. 43311/65.

MOZAMBIQUE

(236/65) Sedimentation Tank for Lourenco Marques Municipality. February 4, 1966. E.S.B. 42641/65.

NEW ZEALAND

(238/65) Transformers and Accessories for Auckland Electric-Power Board. February 4, 1966. E.S.B. 42690/65.*
(241/65) Generating Set for Christchurch City Council. January 31, 1966. E.S.B. 42846/65.*
General Post Office:
(239/65) Multi-Meters. January 20, 1966. E.S.B. 42681/65.*
(241/65) Wooden Handles. January 28, 1966. E.S.B. 42849/65.*
(241/65) Paper. January 26, 1966. E.S.B. 42850/65.*
New Zealand Electricity Department:
(241/65) Steel Towers. March 22, 1966. E.S.B. 42847/65.*
(241/65) Transformer. January 25, 1966. E.S.B. 42848/65.*
(241/65) Steel Wheels for New Zealand Railways. (Further Information.) E.S.B. 41358/65.*
(239/65) Transformers for Wellington City Corporation. January 18, 1966. E.S.B. 42682/65.*

PAKISTAN

(238/65) Testing Machinery for Director of Supply. January 9, 1966. E.S.B. 42648/65.*
East Pakistan Industrial Development Corporation:
(238/65) Pig Iron. January 10, 1966. E.S.B. 42649/65.
(238/65) Iron and Steel Scraps. January 10, 1966. E.S.B. 42650/65.
(238/65) Metals. January 10, 1966. E.S.B. 42651/65.
(238/65) Metallic Ores. January 10, 1966. E.S.B. 42652/65.
(238/65) Building Materials. January 10, 1966. E.S.B. 42653/65.
(238/65) Chemicals. January 10, 1966. E.S.B. 42654/65.
(236/65) Railway Track Materials for East Pakistan Railway Board. January 6, 1966. E.S.B. 42640/65.*
(242/65) Telecommunications Materials for Telegraph and Telephone Directorate-General, Karachi. February 25, 1966. E.S.B. 43391/65.*
(241/65) Drainage Project for Water and Power Development Authority, Lahore. December 23. E.S.B. 43321/65.
(241/65) Signalling and Testing Equipment for West Pakistan Railway Board. January 11, 1966. E.S.B. 43318/65.

RHODESIA

(236/65) Railway Wagons for Rhodesia Railways. February 4, 1966 E.S.B. 42614/65.*

SAUDI ARABIA

(239/65) Miscellaneous Equipment and Supplies for Ministry of Agriculture. Closing date various to February 9, 1966. E.S.B. 42821/65.
(239/65) Telephones for Ministry of Communications. February 15 1966. E.S.B. 42822/65.

SOUTH AFRICA

Cape Provincial Tender Board:
(241/65) Soaps and Scouring Powder. January 4, 1966. E.S.B. 42832/65.*
(241/65) Paraffin Heaters. January 4, 1966. E.S.B. 42835/65.*
(241/65) Drilling Bits and Reamer. December 28. E.S.B. 42838/65.*
(241/65) Pastes and Gum. January 4, 1966. E.S.B. 42837/65.*
(240/65) Switchboard and Accessories for Durban City Council. January 14, 1966. E.S.B. 42826/65.*
State Tender Board:
(241/65) Sluice Valves. January 6, 1966. E.S.B. 43372/65.*
(241/65) Metering Nozzles. January 6, 1966. E.S.B. 43374/65.*
(242/65) Forestry Equipment. February 3, 1966. E.S.B. 43379/65.*
(242/65) Spring Balances. January 4, 1966. E.S.B. 43380/65.*
(242/65) Sewing Machines. January 21, 1966. E.S.B. 43378/65.*
(242/65) Plasti-Joint etc. January 6, 1966. E.S.B. 43375/65.*
(242/65) Sluice Valves. January 6, 1966. E.S.B. 43373/65.
(242/65) Vulcanized Fibre. January 6, 1966. E.S.B. 43370/65.*
(242/65) Iron Shot. January 6, 1966. E.S.B. 43371/65.*
(242/65) Pharmaceuticals. January 6, 1966. E.S.B. 43381/65.*
(242/65) Vaccine Bottles. January 6, 1966. E.S.B. 43383/65.*
(242/65) Electrical Equipment. January 11, 1966. E.S.B. 43386/65.*
(242/65) Metal Guillotine. January 6, 1966. E.S.B. 43509/65.*

SUDAN

(241/65) Copper Ingot for Sudan Government Purchasing Agent, London. December 29. E.S.B. 42871/65.

TANZANIA

(241/65) Pharmaceuticals for Central Tender Board. January 7, 1966. E.S.B. 43510/65.

THAILAND

Metropolitan Electricity Authority:
(239/65) Guy Strand. December 30. E.S.B. 42674/65.*
(239/65) Cable Accessories. December 30. E.S.B. 42673/65.*
(238/65) Welding Materials for State Railway of Thailand. December 27. E.S.B. 42678/65.
(241/65) Cylinder Boring Machine for Thailand Tobacco Monopoly. December 23. E.S.B. 43366/65.

TUNISIA

(241/65) Chemicals for Regie Nationale des Tabacs et des Allumettes. January 13, 1966. E.S.B. 43306/65.

TURKEY

DSI Genel Mudurlugu:
(236/65) Sprayer Unit. December 23. E.S.B. 42632/65.*
(236/65) Arc Welders. December 22. E.S.B. 42631/65.*

UNITED STATES OF AMERICA

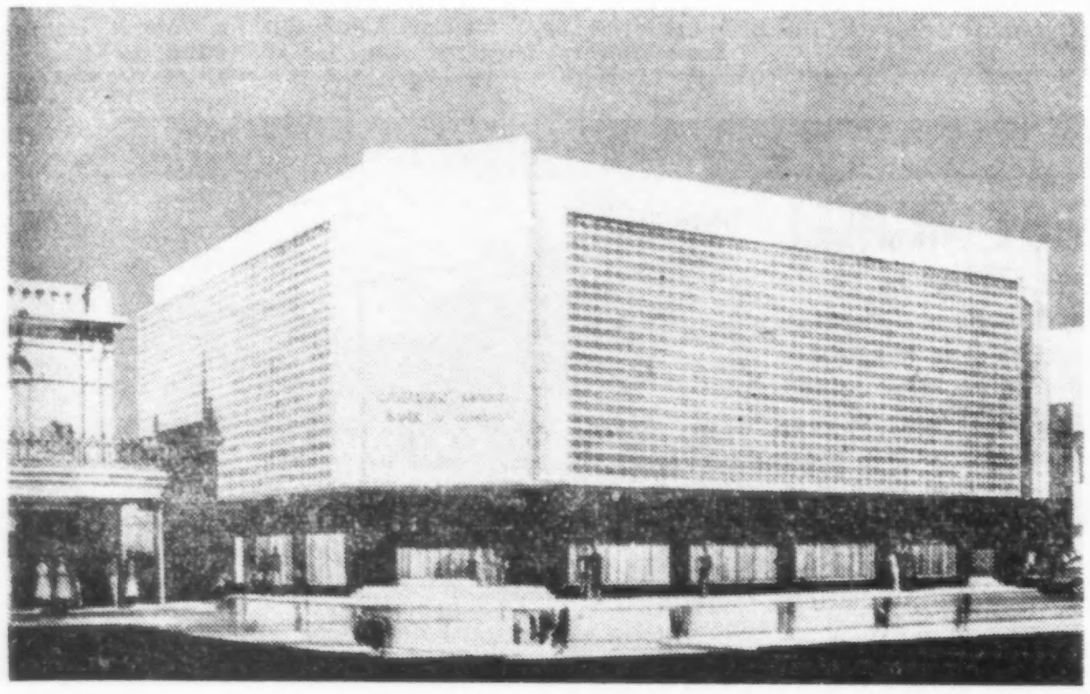
(239/65) Electrical Equipment for US Army Engineer District. January 4, 1966. E.S.B. 42683/65.*

VENEZUELA

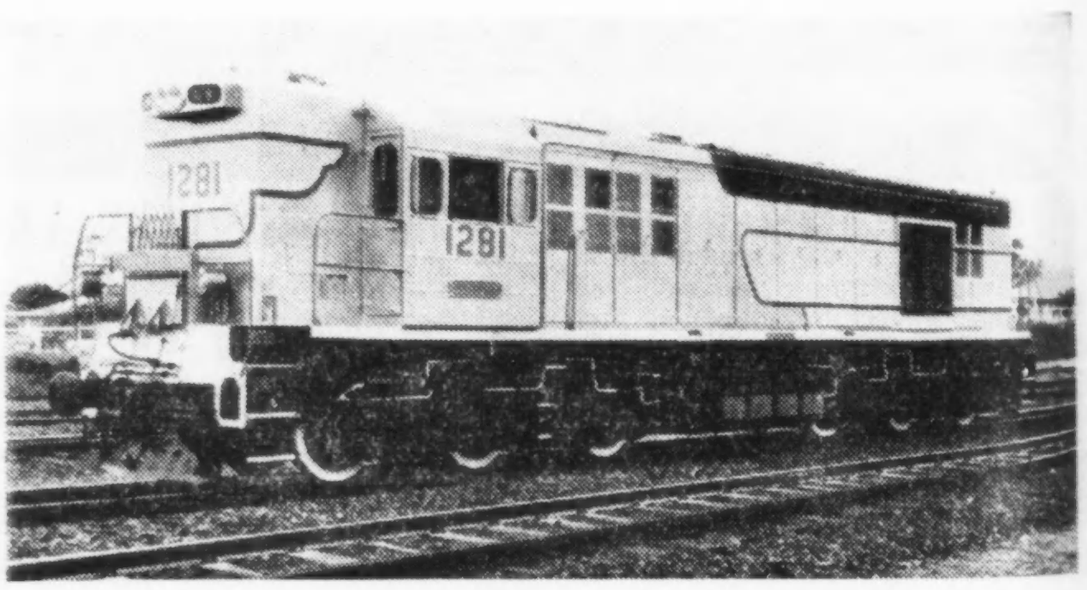
(236/65) Transmission Line Construction for CVG Electrificacion del Caroni CA. Pre-qualification. E.S.B. 32501/65.

ZAMBIA

(242/65) Telecommunication Equipment for Central Supply and Tender Board. February 18, 1966. E.S.B. 43515/65



An artist's impression of the new £260,000, three-storey Canadian Imperial Bank of Commerce which is being built by Miller-Robinson & Mitchell Construction Ltd. at Bridgetown, Barbados.



To commemorate the Queensland Government Railways' centenary this new 1270 class 1,650 h.p. diesel-electric locomotive recently completed at The English Electric Company of Australia's Rocklea Works will run in gold livery until the end of the year. Seventy-five English Electric diesel-electric locomotives are in service or on order for Queensland Railways.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Afghanistan
(238/65) Inquiry for central heating equipment. E.S.B. 42744/65.

Algeria
(241/65) Inquiry for staplers and staples. E.S.B. 42511/65.

Australia
(239/65) Agency inquiry for furniture. E.S.B. 42958/65.
(240/65) Agency inquiry for electrical equipment; engineering equipment; industrial protective clothing. E.S.B. 43083/65.
(239/65) Inquiry for ships' and aeronautical equipment. E.S.B. 42032/65.
(240/65) Inquiry in respect of aquatic centre equipment. E.S.B. 42534/65.
(241/65) References to the Special Advisory Authority. C.R.E. 7458/65.

British Guiana
(242/65) Agency inquiry for necktie materials. E.S.B. 34351/65.

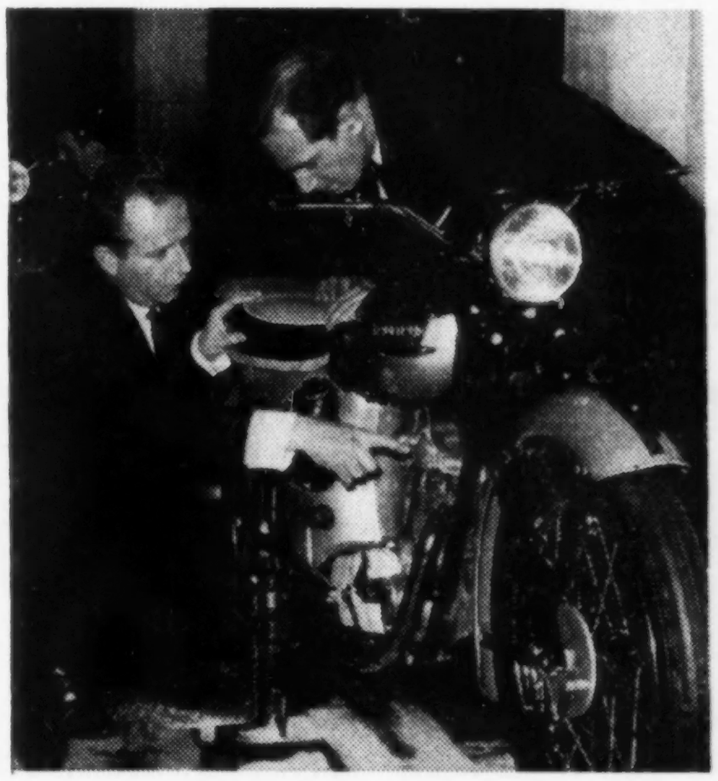
British Honduras
(236/65) Agency inquiry for butter; water biscuits; whisky. E.S.B. 6822/65.

Canada
(238/65) Agency inquiry for confectionery. E.S.B. 42918/65.
(238/65) Agency inquiry for speed reducers. E.S.B. 42445/65.
(239/65) Inquiry for domestic electrical appliances. E.S.B. 8065/65.
(240/65) Inquiry for jewellery. E.S.B. 43131/65.

Costa Rica
(236/65) Agency inquiry for china; electric lampstands, fittings, etc.; household textiles; machinery, wool and equipment for carpet manufacture; metal accessories for furniture; ornaments. E.S.B. 42549/65.
(236/65) Agency inquiry for diesel electric plants; tractors. E.S.B. 42594/65.
(236/65) Agency inquiry for garden tractors. E.S.B. 42580/65.
(240/65) Agency inquiry for oil; sanitary fittings. E.S.B. 42567/65.

Finland
(238/65) Agency inquiry for bakery machinery and equipment. E.S.B. 42737/65.
(239/65) Agency inquiry for glue; shoe leather. E.S.B. 42955/65.
(239/65) Agency inquiry for stationery items; toys. E.S.B. 42997/65.

France
(238/65) Inquiry for heating and air-conditioning equipment; mechanical plant and handling equipment; mining and cement industry equipment. E.S.B. 42951/65.
(239/65) Foire de Lyon – March 26-April 4, 1966.



An £80,000 order for Triumph motor cycles has been placed on behalf of the French army. M. Guy Peyron, a director of the company's French distributors, recently visited the headquarters of the motor cycle division of the BSA Group in Birmingham, to finalize the order for army versions of the 200 c.c. Triumph Tiger Cub. The machines are to be delivered between January and April, 1966 Mr. W. L. Robertson, the firm's export manager (right) is seen examining a similar type of machine with M. Peyron.

Germany, Federal Republic of
(241/65) Agency inquiry for conveyor belting and plant; fork-lift trucks; lifting gear and hoists. E.S.B. 43231/65.
(239/65) Inquiry for crockery and glassware; clothing. E.S.B. 43058/65.
(241/65) Import opportunity – azaleas; fruit trees. C.R.E. 66/65.
(242/65) Import opportunity – fruit. C.R.E. 66/65.
(242/65) Import opportunity – meat. C.R.E. 66/65.

Ghana
(241/65) Inquiry for optical supplies. E.S.B. 43159/65.

Greece
(238/65) Agency inquiry for wool and wool tops. E.S.B. 42948/65.
(239/65) Agency inquiry for rubber gloves. E.S.B. 42930/65.
(240/65) Agency inquiry for pole-carrying vehicles. E.S.B. 42789/65.

Honduras, Republic of
(241/65) Agency inquiry for textiles. E.S.B. 43204/65.

India
(238/65) Inquiry for anti-corrosive lining tester. E.S.B. 42522/65.

Israel
(238/65) Agency inquiry for copper wire. E.S.B. 42911/65.
(238/65) Agency inquiry for furniture. E.S.B. 26217/64.
(238/65) Agency inquiry for generators. E.S.B. 42901/65.
(239/65) Agency inquiry for metal-working machinery; welding equipment and accessories. E.S.B. 42938/65.
(239/65) Inquiry for electric drill attachments. E.S.B. 42962/65.

Italy
(236/65) Agency inquiry for men's suitings. E.S.B. 42083/65.
(238/65) Agency inquiry for curtain material. E.S.B. 42728/65.
(238/65) Agency inquiry for knitted outerwear; ready-to-wear clothing; woollen yarns. E.S.B. 42786/65.
(236/65) Inquiry for chemical products. E.S.B. 42178/65.
(236/65) Manufacture under licence – paints and varnishes. E.S.B. 42440/65.
(238/65) Inquiry for optical equipment; photographic equipment, material and accessories; radios; television; tape-recorders and record players. E.S.B. 42768/65.
(238/65) Manufacture under licence – metal constructional work; storage tanks; trailers. E.S.B. 42537/65.
(241/65) Inquiry for cotton yarns. E.S.B. 43187/65.
(241/65) Inquiry in respect of railway projects, equipment and supplies. E.S.B. 43035/65.

Jamaica
(240/65) Agency inquiry for nuts and bolts; pipe fittings. E.S.B. 34312/65.
(236/65) Inquiry for glass bottles. E.S.B. 42465/65.
(242/65) Inquiry in respect of builders' hardware; lifts. E.S.B. 43280/65.
(242/65) Inquiry for wire rope. E.S.B. 43442/65.

Kenya
(240/65) Agency inquiry for boots; shoes; shoe foundry; shoemakers' tools. E.S.B. 36191/65.
(240/65) Inquiry for army-type marquees; cotton duck. E.S.B. 14354/65.

Lebanon
(236/65) Agency inquiry for machine tools; metal semi-manufactures and wire; weighing machines. E.S.B. 42469/65.
(239/65) Agency inquiry for oil filters and seals; packings. E.S.B. 42989/65.
(240/65) Inquiry for cranes – further information. E.S.B. 41954/65.

Leeward Islands
(239/65) Agency inquiry for cosmetics. E.S.B. 43028/65.
(240/65) Agency inquiry for fishing hooks and tackle. E.S.B. 43089/65.
(240/65) Agency inquiry for household items; metal furniture; paints; swimming aids; toys. E.S.B. 43067/65.

Malawi
(236/65) Inquiry for foodstuffs; fish; fishing nets and lines; soap; salt etc. E.S.B. 42709/65.

Malaysia
(241/65) Inquiry for carpets; crystal borax; fashion display models; foodstuffs; novelties. E.S.B. 43281/65.

New Zealand
(238/65) Inquiry for adhesive cloth tape; copper wire; faced press paper; leatheroid; synthetic sleeving. E.S.B. 42493/65.

Nigeria
(238/65) Agency inquiry for battery chargers; cotton waste; crayons; hairnets; knitting wool; plastic board. E.S.B. 42756/65.
(239/65) Inquiry for compasses; fire fighting and protection equipment. E.S.B. 42755/65.

Norway
(238/65) Inquiry for felt for carpeting. E.S.B. 42707/65.

Pakistan
(236/65) Inquiry for axles, tyres and wheels for rolling stock. E.S.B. 42555/65.

Philippines, Republic of the
(241/65) Manufacture under licence – mattresses and box springs. E.S.B. 11930/65.

Portugal
(239/65) Agency inquiry for garment-making machinery. E.S.B. 42999/65.
(239/65) Agency inquiry for motor car spare parts and accessories. E.S.B. 42998/65.
(239/65) Agency inquiry for pewter-ware; stainless steel domestic articles. E.S.B. 42996/65.
(240/65) Inquiry for materials and machinery for making corsetry. E.S.B. 43057/65.

South Africa
(238/65) Inquiry for mail order goods. E.S.B. 41964/65.

Sweden
(238/65) Agency inquiry for womens' footwear. E.S.B. 42703/65.
(241/65) Agency inquiry for textile waste. E.S.B. 42130/65.
(241/65) Inquiry for freeze boxes; refrigerators. E.S.B. 43158/65.

BRITISH WEEK IN LYON 21st-30th OCTOBER 1966

Manufacturers who may require the assistance of Export Consultants in connection with their participation in La Grande-Bretagne a Lyon should contact Mr. H. C. A. Gill, The House of Export Limited, 65 Portsmouth road, Cobham, Surrey. Telephone Cobham 4851 for further information.

Switzerland
(236/65) Agency inquiry for car wash equipment; vehicles. E.S.B. 42535/65.
(239/65) Agency inquiry for confectionery. E.S.B. 42939/65.
(240/65) Agency inquiry for steel storage racking. E.S.B. 43176/65.
(239/65) Inquiry for polyethylene. E.S.B. 42906/65.

Syrian Arab Republic
(236/65) Inquiry for poultry farming equipment and foodstuffs. E.S.B. 41943/65.

Tanzania
(240/65) Agency inquiry for bicycles for children; blankets; buttons; clothing; cosmetics; government surplus supplies; handbags; household linen. E.S.B. 42588/65.

Thailand
(236/65) Inquiry for wood drying and wood-working machines. E.S.B. 42517/65.

Trinidad/Tobago
(239/65) Agency inquiry for fabrics; furnishing fabrics and accessories; suitings. E.S.B. 43033/65.

Trucial States
(242/65) Inquiry for tinned foodstuffs. E.S.B. 43443/65.

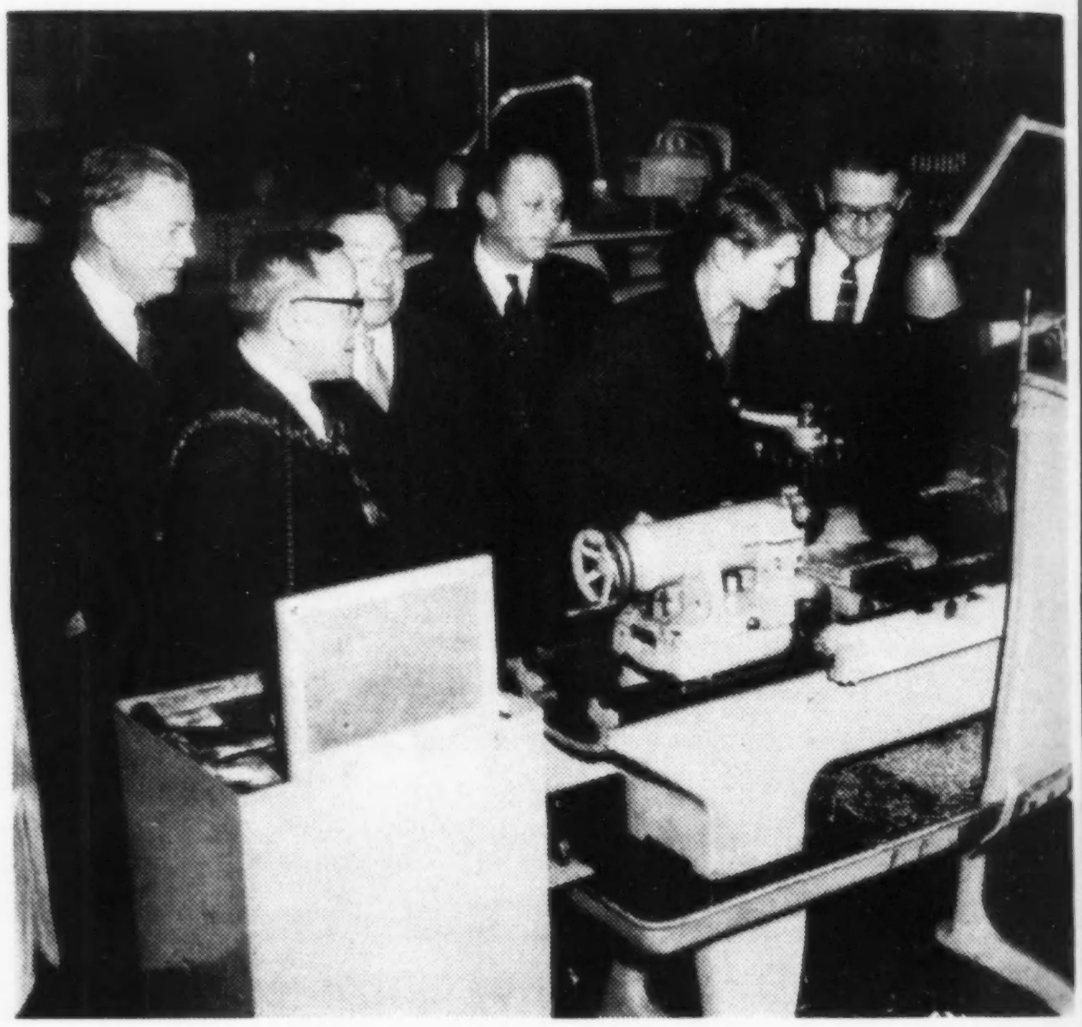
Turkey
(239/65) Inquiry for packing machine for ice cream and butter. E.S.B. 43021/65.
(239/65) Inquiry for machinery for making lubricating nipples. E.S.B. 42914/65.
(239/65) Inquiry for equipment for nickel or chrome plating machinery for brass cufflink manufacture. E.S.B. 42475/65.

United Arab Republic (Egypt)
(242/65) Inquiry for lifts. E.S.B. 43236/65.

United States of America
(241/65) Agency inquiry for compressors; hydraulic jacks. E.S.B. 43271/65.
(241/65) Agency inquiry for shirtings; tie fabrics. E.S.B. 43283/65.
(236/65) Inquiry for biscuits. E.S.B. 42170/65.
(239/65) Inquiry for cabinet hardware. E.S.B. 42981/65.

BRITISH EXPORT PERFORMANCES

Eley shot-gun cartridges, made by Imperial Metal Industries Ltd., awaiting dispatch to West Germany.



*Seen here during a recent visit to the apprentice school of Howard & Bullough Ltd., the textile machinery engineers of Accrington, is the mayor of Accrington, councillor J. W. Chadwick watching 17-year-old apprentice Richard West, operating a turning lathe. **Also watching are** (from l. to r.) Mr. D. W. Kent, managing director, Mr. J. W. Ford, education and training officer, Mr. J. Baunes, borough treasurer and Mr. K. Yates, town clerk. The mayor, who addressed the apprentices, paid tribute to the company **and said: 'Only last year you exported** textile machinery worth some £3 million, and I understand you now have orders from some 16 **different countries.***

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about* 2,000 *leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Further details can be obtained by writing to: The Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Advertisement of Company Meeting

S. SIMPSON LIMITED

SALES REACH NEW PEAK

Ever-Increasing Demand for DAKS Clothing

THE 32ND ANNUAL GENERAL MEETING of S. Simpson Limited was held on December 2, in London Dr. S. L. Simpson, the chairman presiding.

The following is his circulated statement:

In presenting the Annual Report and Accounts for the year under review, your directors are able to record a new peak of sales both for S. Simpson Limited and Simpson (Piccadilly) Limited, although in the case of the former, rising labour costs have affected profit margins.

The Consolidated balance sheet of the group shows current assets of £3,912,146. The aggregate of current liabilities and provisions is £1,257,155. The surplus of current assets over current liabilities is, therefore, £2,654,991.

Both at home and overseas the demand for DAKS clothing continues to rise from year to year and the increase of production has not been able to meet completely the increased volume of sales requirements during the present financial year. This has been largely determined by the degree of availability of labour and the time taken for training to meet our high quality requirements. It seems probable that, in addition to attempted further expansion of existing manufacturing units, we shall need one or more acquisitions. In addition to agreed rises in wages during the year, hours of work have been shortened by national agreements.

Progress in Overseas Markets

Our DAKS skirts have become very popular at home and abroad, including prestige shops in Paris. Our new range of DAKS suits for women has been very successful, at home and in Europe, with an initial limited production, but there have been inevitable development costs for such an important project. Its rate of development is a matter of policy, partly dependent on production capacity. Similar considerations apply to our successful introduction of clothing for men and women made from our special light weight range of 'Caprille' cloths. World exports have again participated in our total sales increase and constitute an important but exacting section of our trade. Although every major European market has been troubled by credit restriction and other deflationary policies, I am pleased to record that our turnover in Europe increased by 7½ per cent making a cumulative increase since 1960/61 of approximately 220 per cent.

The USA remains a highly competitive market but we are well established with our DAKS trousers and have made progress during the year in interesting retailers in our wider range of DAKS clothing. Many leading American stores, running a recent special British Promotion, made DAKS suits and sports jackets the pivotal items of their presentation.

Both Canada and Australia have shown increased turnover.

Our traditional Caribbean business has been better although there have been restrictions in the USA Tourist Duty Free Allowance.

I regret to have to record the death of Mr. Jack Apfel, Associate Managing Director (Technical) after some years of illness. Mr. Apfel joined the company in 1934 and was highly regarded for his personality and technical knowledge in this country and in USA, where he was frequently invited to address Technical Congresses.

The policy of this company has always been to secure continuity of expertise by the selection and training of appropriate personnel and we have a strong technical team.

During the past year the following additional directors have been appointed:

Mr. J. S. Cobley, Home Sales Manager, who joined the company in 1934; Mr. J. Guzzan, General Manager of the Scottish Production Unit, who joined the company in 1930, and Mr. A. H. Laskey, Chief Designer, who joined the company in 1954.

Simpson (Piccadilly) Limited

Simpson (Piccadilly) Limited has continued to maintain its progress with yet another successful year's trading, where both turnover and net profit constitute a record for the Store. Although operating costs continued to rise, the increase in turnover for the year was at a higher rate than was the increase in expenses.

The specialized knowledge and service now available through the reorganized and enlarged Retail Export department has earned the commendation of the increasing number of visitors who have visited it from all over the world. By presenting the highest standards of service and choice of quality goods, this section has not only made its contribution to our export drive, but has also enhanced the reputation of British merchandise throughout the world.

Mr. R. H. Cross and Mr. A. E. Burton, both of whom joined Simpson (Piccadilly) Limited in 1937, were appointed to the Board of that Company in January 1965. Mr. Cross was appointed Merchandise Manager in 1943 and General Manager in 1958, while Mr. Burton was appointed Assistant Secretary in 1942 and Company Secretary in 1948.

The activities of Jermyn Street Selections Limited, whose main sources of supply, especially for novelty merchandise, are from overseas markets, have been somewhat restricted as a result of the imposition of the Customs Duty surcharge but its long term potential is considerable.

In conclusion, I know you would like me to thank the managing directors, their executive colleagues and all those in the employment of the organization for their continued loyalty and strenuous efforts throughout the year.

The report and accounts were adopted.

NATIONAL AND GRINDLAYS —

The first step to market information on India is to take a note of the name and address of the bank that lives there.

NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 26 Bishopsgate, London, EC2

Branches in India, Pakistan, Ceylon, Aden, Somalia, Kenya, Uganda, Tanzania, Zambia, Rhodesia.
Bankers to the Government in Aden, Kenya, Uganda, Zanzibar. Associated Banks: Lloyds Bank Limited · National Provincial Bank Limited.

Banking Correspondents throughout the world

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of November 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Investigating export opportunities in Africa

An investigation into the prospects of further opportunities for British construction work in the African countries is being carried out on behalf of the British National Export Council by Mr. L. Olorenshaw, a director of Taylor Woodrow Ltd., Ealing.

As a member of the Council's Committee for Exports to Africa, Mr. Olorenshaw's activities represent one of the aspects of the work being carried out as a matter of urgency by the committee since its inception earlier this year. Other phases include parallel investigations by experts in other industries exporting to Africa or likely to do so; an assessment of questionnaires sent to all British firms potentially able to meet with the demand being created by development plans in Commonwealth African countries; and, special attention to the technical training in Britain of technicians and engineers from Africa.

At the same time the committee is in constant liaison with trade associations, commercial organizations and the Board of Trade, who are feeding in as much relevant commercial intelligence as possible.

Tour of overseas subsidiary companies

Mr. W. A. Hartop, managing director of George Kent Limited, the parent company of the international Kent Group, is at present on an extensive tour of the factories and offices of the Kent subsidiaries in Australia. He went to Australia via Canada and UK in order to visit G. Kent (Canada) Ltd. in Toronto.

Birmingham business group to visit Australia and New Zealand

FIFTEEN to 20 directors from midland companies will leave on January 26 for a six-week hard selling tour in New Zealand and Australia. The missions to New Zealand and Australia, which are being organized by Birmingham Chamber of Commerce and Industry, will visit Wellington, Christchurch and Auckland from January 29 to February 12 and Melbourne, Sydney, Brisbane, Adelaide and Perth from February 12 to March 8. They will be selling a range of midlands products from pens to packing machinery, from taps and dies to telephones and from jewellery to geometry sets. The missions are being organized in collaboration with the British National Exports Council and its committees for New Zealand and Australia. This will be the first group selling venture by Birmingham Chamber of Commerce in Australia and New Zealand, although several of the companies represented already have very substantial business in the two countries.

Exporting to Japan

Mr. J. L. Perkins, sales manager for Wickman – manufactured machines handled by Wickman Machine Tool Sales Limited of Coventry – has just returned from a three week tour of Japan devoted to exploring the existing and potential market for machine tools in the Japanese car industry. Before starting his tour, Mr. Perkins visited the Tokyo Motor Show.

Cloth merchant's Continental trips

Mr. David S. Thorburn and Mr. P. A. Dubar, managing director and export manager respectively of Lowe, Donald & Co. Ltd., cloth merchants, Peebles and London, left during November for intensive tours of Continental markets. Mr. Thorburn is currently visiting Austria and Italy while Mr. Dubar is covering France, Belgium and Western Germany. Another director, Mr. W. D. Smith, is also leaving for a selling trip to Holland and Scandinavia.

Sharples International executives preparing for a three-day symposium on centrifuges which they presented to the Soviet State Committee for Science and Technology in Moscow from December 6-8. Two of the six-man team of centrifuge experts presenting the symposium are seen here at the Camberley plant checking the despatch of 200 volumes of papers in Russian. They are Mr. Hugh M. Carter (left), managing director, and Mr. George A. Frampton, technical manager.

Two export tours in two weeks

Mr. Leonard H. Dale, managing director, Dale Electric (Yorkshire) Limited, generating set manufacturers of Filey, flew from London to Algeria on November 27, returning later in the week. The following week Mr. Dale was due to set off again for Helsinki. Dale Electric claim to sell more than 60 per cent of its output overseas.

Directors to visit Australia

Mr. A. T. Webster, assistant managing director of Leyland Motors Ltd., flew to Australia on November 21 for a four week tour of the Leyland Group's subsidiaries and branches in Australia and New Zealand.

Accompanying Mr. Webster throughout the visit, which is a follow-up to that made by Sir Donald Stokes in 1964, will be Mr. J. Plane, a director of the parent Leyland Motor Corporation and managing director of the Leyland Motor Corporation of South Africa Ltd.

Mr. John Humphreys, managing director of Humphreys Bros. Ltd., Wilmslow, Cheshire, makers of Umbro sports-wear, pictured with his route before leaving on a world tour to promote exports of sports goods. In addition to Middle Eastern and Australasian markets Mr. Humphreys is visiting Mexico City in preparation for sales during the next Olympics in 1968 and the next World Cup in 1970, and will also make calls in New York and at the firm's Toronto warehouse.

Big orders follow export tour

Mr. R. C. Rooney, technical sales manager of Southern Analytical Limited, Camberley, has just completed a two weeks tour of Germany which resulted in orders amounting to approximately £14,000.

Particular interest was shown in the company's ultra-sensitive polarographs employing cathode ray tube presentation, for which bulk export orders have already been received this year, and demonstrations were given at various centres in Dusseldorf, Essen, Frankfurt and Munich. Interested companies included large German steel works and major pharmaceutical companies such as Bayer and Hoechst.

A seven-man team from the Business Equipment Trade Association leaving London Airport for Moscow on November 26. The team has been having discussions with the Russians on the possibility of representation by British office equipment manufacturers at the International Exhibition of Equipment and Appliances for Mechanization of Designing, Technical and Office Work, Moscow, from September 1 to 15, 1966.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean list of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
VIII	43	All items in this Group are on the Prohibited List.	
IX	47	Urea and ammonium phosphate for agricultural use	Free (tax)
XI	61	Industrial cyclone ventilators	50
		Industrial ovens	50
		Equipment and apparatus for treatment by heat	15
		Distillation apparatus	15
		Centrifugal separators	50
		Equipment and machinery for the milk industry and its derivatives	15
		Equipment and machinery for the bread industry	50
		Equipment and machinery for the meat and sausage industries	50
		Equipment and machinery for the fish and shell-fish tinning industries	15
		Machinery and equipment for the cellulose, paper and cardboard industries	15
		Equipment and machinery for converting cardboard	50
		Equipment and machinery for extruding synthetic yarns	50
		Industrial sewing machines	50
		Equipment and machinery for tanneries and for the finishing processes of leather	50
		Equipment and machinery for steel mills	15
		Equipment and machinery for rolling and forging metals	15
		Complete lathes	50
		Shapers	50
		Other machines for working metals by wearing down surfaces	50
		Machine tools for working metals by forming	15
		Wire drawing machinery	15
		Machinery for making wire	15
		Machines for making and threading bolts	15
		Equipment and machines for making sections	15
		Equipment and machinery for working stone, marble	50
		Glass-making machinery	50
		Moulds for the plastic industry	50
		Machinery for making chipboard	15
		Machinery and equipment for making bricks and ceramic tiles	50
		Machinery and equipment for making electric bulbs	50
		Machinery for making tyres	15
		Equipment and machinery for making parts and pieces of motor vehicles	15
		Machinery for making electric conductors	15
		Equipment and machinery for making chinaware	15
		Driers and equipment for the treatment of timber	15
		Machines for making Portland cement and	15
		Equipment and machinery for making bodies for buses	15
		Machinery for assembling motor vehicles	50
		Equipment and machinery for the pharmaceutical industry	50
		Add new item: Equipment and machinery for making cement products	50
XII	66	Pieces and spare parts of civilian and commercial aircraft, tyres, motors and their spare parts, pistons, batteries, oil filters, bearings and oil seals	6
XIII	79	Pieces and parts of typewriters	51

COLOMBIA

Free import list

HM EMBASSY in Bogota has now informed us that further items have been added to the Colombian free import list. Further details can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 476).

URUGUAY

New import regulations

THE FOLLOWING two items should be added to the lists of raw materials and capital goods which form the basis of the new Uruguayan import regulations (see *Board of Trade Journal* of November 12, page 1201):

Import List No.	Description
	(a) *Raw materials*
43.355	Insecticidal preparations based on trichlorodi (chlorophenyl) ethane ('DDT').
	(b) *Capital goods*
41.132	Machines for cutting cold meats.

UNITED STATES

Textile Fibre Products Identification Act

IN THE *Board of Trade Journal* for August 27, 1965, it was announced that the United States Federal Trade Commission were proposing to amend Rule 18 of the rules and regulations under the Textile Fibre Products Identification Act in order to 'designate conditions under which certain fibre implying terms may or may not be used on labels affixed to textile fibre products'.

An amended Rule 18 has now been issued by the Federal Trade Commission and has become effective. A further amendment to these rules and regulations, in particular under Rule 3, was announced in last week's issue of the Journal.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

CANADA

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian customs purposes:

Of "a class or kind made in Canada":

N— Secbutyl N'phenyl
P— Phenylene Diamine
N— (1, 3 Dimethylbutyl)
N'phenyl
P— Phenylene Diamine.

(Rulings effective January 4, 1966)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-33-1, dated December 1, 1965.

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT have issued an Order in Council PC.1965-2089 dated November 24, 1965, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the tariff are shown in italics and deletions indicated by square brackets.

Order in Council PC.1965-1785 dated October 4, 1965 (page 107 of *Board of Trade Journal* dated October 29, 1965) insofar as it applies to tariff items 43890-1 and 43891-1 is revoked.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
38245-1	*Sheet of iron or steel, coated or not, corrugated and notched, for use in the manufacture of elements for air preheaters* (Expires October 31, 1966)	Free	12½%	35%
41510-1	*Hermetic compressor glass insulated terminals for use in the manufacture of refrigerator compressors* (Expires October 31, 1966)	Free	Free	35%
41527-1	*Arm and bed, horizontal and upright arm shafts, rotating and oscillating hook assemblies and drive shafts, zig-zag mechanism assemblies, and parts thereof, for use in the manufacture of sewing machine heads* (Expires October 31, 1966)	Free	5%	25%
42774-1	*Axles and shaft assemblies; gears and gear box housings; wheel hubs, rims and brake drums; steering assemblies including rear forks; rubber chain cogwheels; gutter broom suspensions and parts thereof; all the foregoing for use in the manufacture of self-propelled street sweepers* (Expires October 31, 1966)	Free	7½%	35%
43890-1	Stainless steel strip, cold-rolled, not less than [0·022] 0·018 inch nor more than [0·028] 0·030 inch in thickness with tolerance not to exceed 0·00075 inch, not less than [0·146] 0·105 inch nor more than 0·182 inch in width with tolerance not to exceed 0·0025 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1966)	Free	Free	25%
43891-1	Wire of iron or steel, drawn flat or cold-rolled flat after drawing, not less than [0·014] 0·010 inch nor more than 0·024 0·031 inch in thickness with tolerance not to exceed 0·001 inch, not less than [0·054] 0·042 inch nor more than [0·245 0·270 inch in width with tolerance not to exceed 0·004 inch, for use in the manufacture of piston rings for motor vehicles (Expires October 31, 1966)	Free	Free	20%
43893-1	*Fibreboard with polyethylene film on one side, not more than 0·03 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles* (Expires June 30, 1966)	Free	Free	35%
43894-1	*Fibreboard with kraft liner and polyethylene film on one or both sides, not more than 0·105 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles* (Expires June 30, 1966)	Free	Free	35%
51112-1	*Laminated ski blanks, not further manufactured than matched, for use in the manufacture of skis* (Expires October 31, 1966)	15%	20%	30%
54220-1	*Woven fabrics wholly of sisal fibre for use in the manufacture of buffing wheels* (Expires October 31, 1966)	5%	10%	30%

UK-Canada double taxation agreement

A DOUBLE Taxation Agreement between the United Kingdom and Canada was signed in Ottawa on December 6. The Agreement provides for the avoidance of double taxation of industrial and commercial profits, shipping and air transport profits, copyright royalties and pensions and is expressed to take effect in the United Kingdom in relation to income tax from April 6, 1965, when the former Agreement ceased to have effect.

Before the Agreement can take effect in the United Kingdom it will require the approval of the House of Commons. A text of the Agreement will be published shortly by HM Stationery Office.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Thinking of Trade

with

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Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
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Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9061
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 4557

JAMAICA

Import licensing arrangements (1)

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new item:

119. Adhesive Tapes and Glues

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements (2)

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by:

(i) The deletion of item 34 and the substitution of the following:
34. Jams, marmalades, fruit pulp and pastes, fruit jellies (including cranberry sauce and jellies, mint jelly and similar types).

(ii) The addition to item 42 of the following paragraph:
(r) Slotted or pre-punched angles or flats of aluminium or steel.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956.

Organic Chemicals and Raw Materials for use in the manufacture of pharmaceuticals – Ethical Drugs and FERMATATION [*sic*] and Extracts.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 8, 1965, page 867.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica, (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Government Notice to Importers No. 10 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following items to the list of goods which require specific licences:

Group 011	Meat: chilled or frozen
011-01	Beef or veal.
011-02	Mutton, lamb.
011-03	Pork.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

FRANCE

Global quota for fresh fruit

THE FRENCH *Journal Officiel* of November 25, announced arrangements for the import of fresh fruit originating in all countries except member countries of the EEC.

The fruit covered by the arrangements, and the corresponding tariff numbers, are as follows:

Dessert grapes, outdoor (08-04 A I a 1) Apricots (08-07 A) Peaches, outdoor (08-07 B II a ex 2) Plums (08-07 D ex II) Strawberries (08-08 A II a ex 3) Melons (08-09 I).	Of quality categories 'extra' and 'I'.

Applications for import licences, on Form AC, may be sent to the *Ministere des finances et des affaires economiques, service des autorisations commerciales (importations), 8, rue de la Tour-des-Dames, Paris (9e)*, where they will be examined as and when they are received. Each application must be in respect of only one country of origin and one country of consignment.

Licences will be valid until April 30, 1966, and this will be shown on import certificates.

Grapes, apricots, peaches, plums and strawberries imported under these arrangements must conform with the quality standards 'extra' and 'I' defined in the rulings of the common agricultural policy of the EEC.

Applications for licences for the import of grapes, apricots, peaches, plums and (until March 31, 1966) strawberries, originating in and imported from South Africa should be submitted in accordance with the terms of the notice relating particularly to that country.

The provisions of this notice do not apply to melons nor, until March 31, 1966, to grapes, originating in and imported from Turkey, the import of these products being the subject of separate notices.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SPAIN

Fishmeal—suspension of customs duties

IN THE *State Gazette* of November 25, the Spanish authorities announced a renewal of the suspension of import duty (2 per cent) on Fishmeal, Tariff heading 23.01-B for a further period of three months up to February 28, 1966.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

GREECE

Customs and imports amendments

UNDER THE TERMS of the Agreement of Association between Greece and the European Economic Community, the third reduction of 10 per cent in the duty on certain goods imported from the European Economic Community countries, took effect from November 1, 1965.

From the same date cash deposits required under the Greek Foreign Trade Regulations, for import of goods on lists F50/3 and F100/3 have been reduced by 10 per cent to 49 per cent and 98 per cent respectively.

In addition the following items have been relisted:

Tariff Heading	Description	List Change
03.01 A-2	Frozen fish	From F50/1 to F50/3
ex 08.02	Oranges, tangerines, lemons and citrons . .	From F100/1 to F100/3
11.02 C	Rolled oats	From F50/1 to F50/2

Any inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 and 450).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

IRISH REPUBLIC

Revocation of duty on some headgear

IT HAS BEEN announced that the Government of the Irish Republic have made an Order entitled the Imposition of Duties (No. 148) (Headgear) Order, 1965. The effect of the Order, which came into force on November 26, is to revoke the customs duty on fur felt hat forms, hat bodies and hoods at Tariff Heading No. 65.01 (A).

ITALY

Duty reduced quotas

Seed potatoes

AN ITALIAN Ministerial Decree dated September 13, 1965, announces a quota of 11,000 tons for seed potatoes, from non-EEC countries, for the season 1965/1966, at a reduced duty of 3 per cent *ad valorem*. Potatoes from EEC countries may be imported duty-free and without quota restrictions.

Pig-iron

The Italian Government in a Decree dated October 25, 1965, announces the following duty-reduced quotas for pig-iron to cover the period of 12 months until December 31, 1966:

Tariff Heading	Description	Amount of quota	Rate of Duty
7301 B II	Haematite pig-iron with a manganese content of 1·5% or less (other than that made with charcoal)	161,000	5%
	Phosphorus pig-iron with a silicon content of 1% or more		1%

MOROCCO

Import restrictions

A NEW LIST of goods, the import of which into Morocco is permitted, was published on November 19 (see *Board of Trade Journal* of December 11, 1964, and January 22, 1965). This list will shortly be published in full in the *Board of Trade Journal* but in the meantime the French version may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479, 480 or 481), to whom all inquiries about this notice should be addressed.

IRAQ

Changes in import arrangements

THE BRITISH EMBASSY in Baghdad have reported that, in order to facilitate economic activity and to establish close co-operation between the public and private sectors, the Iraq Government has announced its intention of:

(a) freeing the importation of concentrated fodder, agricultural machinery, agricultural seeds, fertilizers, pesticides and insecticides
(b) abolishing restrictions previously imposed on the importation of articles not covered explicity by the Law governing the General Establishment for Drugs (see paragraph 4 below), e.g., spectacles, sweetened and dried milk, X-ray equipment, films, microscopes
(c) abolishing restrictions on the importation of all kinds of motor spares, tyres, tubes and batteries.

Concerning (a) above, it should be borne in mind that a new state trading company was recently formed to deal in agricultural chemicals and equipment. The new company has taken over the monopoly previously held by the General Drugs and Chemicals Import and Distribution Organization (Kimadia) for the importation and distribution of agricultural chemicals, i.e., pesticides, insecticides and fertilizers. The company will be importing and distributing in competition with the private sector tractors, agricultural machinery and implements, irrigation equipment and (possibly) chemicals not subject to Government monopoly which may be required as industrial raw materials. The inclusion of references to agricultural machinery, fodder and seeds in the Iraq Government's announcement referred to above is understood to be designed to allay fears that imports of these goods would be solely confined to the Agricultural Chemicals and Machinery Co. Sayyid Yusof Allos has been appointed Director-general of the new company, whose address is: The Agricultural Chemicals and Machinery Co., Samhiry Buildings, Sa'adoon Street, Baghdad.

All importers concerned in the importation of the goods mentioned in the preceding paragraphs of this notice have been requested to submit, along with applications for import licences, evidence of their interest in these lines of business to the Director-ate-General of Imports and Exports. Although applications for licences are being accepted at present, the British Embassy report that it is unlikely that any will be granted until the 1966 quotas come into force. However, it is understood that it is intended to allow merchants to resume old agency agreements or to conclude new agreements.

Law No. 158 of 1965 was promulgated on November 10, creating the General Establishment for Drugs, which has taken over the functions and existing obligations of the General Drugs and Chemicals Import and Distribution Co. The General Establishment is authorized to undertake the importation, distribution and sale to those concerned and to private pharmacies of all essential drugs, chemicals and medicines and pharmacopoeial preparations. The import requirements of Government and quasi-Governmental Departments are, however, excluded from the General Establishment's sphere of responsibility.

All inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2225 or 2357), quoting reference CRE 628/7/G.

New radio telephone links between Bahrain and Abu Dhabi

A NEW radiotelephone service was opened on November 24 between the Cable and Wireless Ltd. station in Bahrain and Abu Dhabi on the Trucial coast. Telephone connections with other Gulf points will be made through the overseas switching centre at Sitra, Bahrain.

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Tourists to the Lebanon will soon be able to view the famous Jeita Grotto, near Beirut, from these overhead rail observation cabins, designed and manufactured by the Engineering Division of Trojan Ltd., Croydon, for British Ropeway and Conveyor Services Ltd. Twelve of the cabins, which are constructed in glass fibre, are being made for the Lebanon and Mr. P. McNally, the director of Trojan, says that they have created so much interest that orders are already to hand for a further 170 cabins for use in Canada.

LEBANON

Regulations concerning tinned or preserved foodstuffs

THE *Board of Trade Journal* of October 9, 1964, gave details of Lebanese regulations concerning tinned or preserved foodstuffs which were due to come into effect from July 23, 1965. Under a recent decree those regulations will not now be applied until July 23, 1966.

All inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

Customs tariff

THE FOLLOWING description amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for Collection	Normal Tariff
04.02	Milk and cream, preserved, concentrated or sweetened:		
	(A) Milk, in solid form:	(No change)	(No change)
	(1) (No change).		
	(2) In hermetically sealed metal cans of a net content not exceeding two and a half kilogrammes (1) . .	(No change)	

All inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ZAMBIA

Import and export control

TELEGRAPHIC ADVICE has been received that on December 6 Zambia introduced controls on all imports and exports except for those cleared through customs before midnight of December 12. Full details will be published in next week's *Board of Trade Journal.*

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MALAWI

Industrial Property Convention

THE GOVERNMENT of Malawi has given notice of its accession in its own right to the International Convention for the Protection of Industrial Property, as revised in Lisbon in 1958, having previously been a Convention country as part of the Federation of Rhodesia and Nyasaland and, on the dissolution of the Federation, as the Nyasaland Protectorate. An Order in Council has accordingly been made declaring Malawi to be a Convention country for all the purposes of the Acts relating to patents, designs and trade marks.

The Order (SI 1965 No. 2013) came into operation on November 29, 1965. Copies may be obtained from the Sale Branch of the Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or from any branch of HM Stationery Office. Price 3d. (by post 6d.).

Customs tariff changes

THE CUSTOMS AND EXCISE Ordinance published as Malawi Government Notice No. 290 of November 17, gives details of changes in the customs tariff. The items affected and the new rates of duty are as follows:

PART II
(Britain pays the column D rate of duty)

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
22	Fruits: (a) Fresh or green . . *ad val.*	Free	Free	Free	Free
27	(2) Pudding and cake powders; jelly powders and squares *ad val.*	30%	20%	20%	10%
32	Milk (including cream) condensed or preserved: (a) Full cream: (i) In bulk . . per lb.	1d.	1d.	Free	Free
	(ii) Other . . *ad val.*	20%	10%	5%	5%
34	Onions and garlic, not preserved per lb.	1d.	1d.	1d.	1d.
43	Sugar and sugar substitutes: (a) Sugar: (i) Raw, n.e.e. . per 100 lb.	10s. 6d.	6s. 6d.	6s. 6d.	4s. 0d.
	(iii) Granulated and other forms, n.e.e., including white mill sugar . . per 100 lb.	10s. 0d.	6s. 6d.	6s. 6d.	4s. 0d.
46	Vegetables: (a) Fresh or green, including pulses, n.e.e. per lb.	1d.	1d.	1d.	1d.
	(b) Tinned or otherwise preserved, including grains, fruits and pulses preserved as vegetables *ad val.*	40%	30%	30%	20%
49	Beverages, not exceeding 3% of proof spirit: (a) Fruit juices, cordials and syrups *ad val.*	30%	20%	20%	10%
63	(1) Carpets, floor rugs, mats and matting, n.e.e., including underfelt, n.e.e. . . *ad val.*	30%	20%	17½%	10%
65	Clothing: (b) Men's and boys' ready-made suits, consisting of jackets and trousers, with or without waistcoats: not being secondhand *ad val.*	40%	30%	30%	20%
	(c) Ready-made jackets and sports coats for men and boys and lumber jackets (not knitted or crocheted) and blazers: not being secondhand *ad val.*	40%	30%	30%	20%
	(d) Ready-made trousers, slacks, jeans and shorts *ad val.*	40%	30%	30%	20%
	and in addition per garment	5s. 6d.	3s. 0d.	3s. 0d.	2s. 0d.
	(e) Women's and girls' outergarments, n.e.e. *ad val.*	40%	30%	30%	20%
	(f) Singlets, undervests, 'T' shirts and other undergarments (including bloomers, panties and similar garments, petticoats and slips and foundation garments including girdles, roll-ons, suspender belts, corsets, corselets and brassieres *ad val.*	40%	30%	30%	20%
	and in addition per garment	10d.	5d.	5d.	3d.
	(g) Shirts and jacket shirts *ad val.*	40%	30%	30%	20%
	and in addition per garment	5s. 0d.	2s. 0d.	2s. 0d.	9d.
	(i) Overcoats, dust coats and mackintoshes, including rain capes and leggings therefor . *ad val.*	40%	30%	30%	20%
	(j) Cardigans, jerseys, pullovers, lumber jackets, blouses and similar garments: knitted and crocheted *ad val.*	40%	30%	30%	20%
	(m) All other . . *ad val.*	40%	30%	30%	20%
73	Millinery, drapery, haberdashery and textile articles of furnishing and napery *ad val.*	40%	32½%	30%	20%
75	(1) Piece-goods: canvas, not less than 12 ozs. in weight per sq. yd. *ad val.*	25%	20%	20%	10%
	(2) Tarpaulins, tents, awnings and similar articles, n.e.e. *ad val.*	25%	20%	20%	10%
76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.: (a) Containing more than 50% of cotton, n.e.e. . . *ad val.*	45%	25%	25%	10%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 3d.
		whiche	ver duty s	hall be the	greater
	(b) Containing more than 50% of man-made fibres (including rayons), n.e.e. . . *ad val.*	45%	25%	25%	10%
	or per sq. yd.	£0 1s. 3d.	£0 0s. 9d.	£0 0s. 9d.	£0 0s. 3d.
		whiche	ver duty s	hall be the	greater
	(c) Hessian . . . *ad val.*	Free	Free	Free	Free
	(d) Other, n.e.e. . . *ad val.*	45%	25%	25%	10%
81	Threads and yarns, n.e.e. . *ad val.*	10%	Free	Free	Free
88	(1) Boilers, steam, industrial; boiler tubes; feed water evaporators and heaters and regulators, oil eliminators, mechanical stokers, automatic burners, economizers, soot blowers, draught fans, dust collectors, steam accumulators, de-aerators, air heaters and super-heaters, used directly in conjunction with industrial steam boilers; excluding structural ironwork or steelwork. . *ad val.*	10%	5%	Free	Free
89	Buckets, skips, trucks, tubs and similar articles, wheeled or otherwise, for haulage or propulsion on rails or wires; together with rails of a standard not exceeding 30b. per yard, and metal sleepers therefor; shaft guide rails and shaft buntons . *ad val.*	10%	5%	Free	Free
90	Buckets: household, sanitary, builders' and similar types . *ad val.*	30%	20%	20%	10%
102	Enamelware and hollow-ware, metal, n.e.e. . . . *ad val.*	30%	22½%	20%	10%
104	Fencing material; anchors, droppers, gates, cattle grids, hurdles, posts, standards, strainers, stiles, winders and other materials or fastenings of metal ordinarily used for agricultural and railway fencing, but not including wire and wire netting . *ad val.*	10%	5%	Free	Free
110	(3) Springs, metal: furniture, upholstery and mattress . *ad val.*	20%	15%	10%	10%
118	Machinery, apparatus, appliances and implements (not elsewhere provided for, and not including vehicles, domestic articles or articles designed for use by the distributive traders or organizations): (a) (i) Agricultural, n.e.e.. *ad val.*	10%	5%	Free	Free
	(ii) Mowers, not being agricultural and garden rollers *ad val.*	30%	20%	20%	10%
	(b) Mining, including underground yielding arches: slime pumps and accessories therefor: mine head frames: but excluding sets and guides and other structural ironwork or steelwork . *ad val.*	10%	5%	Free	Free
	(c) Manufacturing and industrial, including machinery for power laundries: and steel shuttering and fittings, n.e.e., for concrete construction work, but excluding structural ironwork or steelwork *ad val.*	10%	5%	Free	Free
119	(1) Machinery, apparatus, appliances, implements and material used in connection therewith, for the generation, storage, transmission, distribution of and lighting by gas or electric power, and machinery for the conversion or transformation of electric power, n.e.e., but not including lamps, lampware and electric lamp bulbs elsewhere provided for, and parts or accessories of motor vehicles or cycles . *ad val.*	20%	10%	Free	Free
	(3) Batteries and cells, electrical: (c) Parts and spare parts. *ad val.*	25%	15%	Free	Free
122	(1) Iron and steel: (a) In blocks, ingots, pigs, billets, slabs, blooms and like crude manufactures . . *ad val.*	10%	5%	Free	Free
	(b) In angles, bars, channels, plates, rods, sections, strips, sheets and any other form of primary manufacture produced by rolling, extrusion and similar processes but not otherwise worked or fabricated and not being coated except galvanized or rough coated merely to prevent rust: corrugated and channelled galvanized iron sheets . *ad val.*	10%	5%	Free	Free
	(c) Baling, banding or hooping strip for packaging . *ad val.*	10%	5%	Free	Free
	(d) Drill steel, including drill steel rods, unthreaded . *ad val.*	10%	5%	Free	Free
	(e) Tool steel . . *ad val.*	10%	5%	Free	Free
	(f) Bridgework . . *ad val.*	10%	5%	Free	Free
	(g) Honeycomb and other industrial floor plates or tiles . *ad val.*	10%	5%	Free	Free
	(h) Other iron and steel, angles, bars, channels, plates, rods, sections, strips and sheets and structural ironwork and steelwork (not being goods provided for under Item 119, nor goods more specifically provided for elsewhere, nor identifiable components of such goods), including sheets, plates, strips, angles, shapes, sections and tubes (being bent, curved, drilled, punched or otherwise fabricated components of structures, complete structures, platforms and stagings for the support of machinery or other				

Tariff Item
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Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
	apparatus, sets and guides, ore bins, signal and crane gantries, ladders, stairways, gangways, galleries, lattice masts, pylons and towers (not being minehead frames) . . . *ad val.*	25%	15%	15%	10%
	(2) Windows and doors, insect screens and window and door frames; metal *ad val.*	30%	20%	20%	10%
	(3) Cast iron grains: in bulk. *ad val.*	10%	5%	Free	Free
126	(3) Bronze bushes, rough cast in the length; exceeding 1 inch in diameter, but not exceeding 7 inches in diameter; bronze rods exceeding 1 inch in diameter . . *ad val.*	10%	5%	Free	Free
127	(1) Metal: badges, signs, names and number plates and similar articles, n.e.e.: printed, lithographed, embossed, lacquered, enamelled or varnished . . . *ad val.*	30%	20%	20%	10%
129	Motor vehicles and trailers therefor:				
	(d) Parts and spare parts and accessories, n.e.e. . . *ad val.*	25%	15%	5%	5%
Free	133 (2) Hoes . . . . . *ad val.*	15%	5%	Free	Free
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:				
	(d) Metal pipes, piping and tubes in the length, not cut to size, not threaded, n.e.e. . . *ad val.*	10%	5%	Free	Free
Free	(f) Piping and tubing, other, in the length, n.e.e., and culverts:				
10%	(i) Flexible plastic piping of an internal diameter not exceeding 2½ inches . *ad val.*	20%	15%	10%	10%
10%	(ii) Plastic piping, n.e.e.: culverts *ad val.*	10%	5%	Free	Free
	(iii) Other . . *ad val.*	25%	15%	15%	10%
143	(1) Stoves, ranges, coppers, grates, ovens and steam-jacketed pans, not industrial . . . *ad val.*	30%	15%	10%	5%
144	Tanks and vats, metal:				
Free	(a) Vats and process tanks, industrial, mining and manufacturing, including stands therefor *ad val.*	10%	5%	Free	Free
10%	(d) Other, including storage tanks, n.e.e., including stands therefor *ad val.*	35%	25%	15%	15%
147	(1) Traction engines and steam wagons: stone crushers (not being mining machinery), and mechanical stone driers; road rollers, road scarifiers, bull and angle-dozers, and mechanical road construction or maintenance machines; street sweeping and street spraying machines; melting and mixing plant for road surfacing materials: tar and pitch boilers; parts and spare parts thereof, n.e.e. *ad val.*	10%	5%	Free	Free
Free	152 Wheelbarrows . . *-ad val.*	30%	20%	20%	10%
	153 Wire: being a cold-drawn product of any solid section of any cross-sectional shape in which no cross-sectional diameter exceeds ·5 inch:				
Free	(a) Millinery (covered), picture wire and wire made of precious metal *ad val.*	10%	5%	Free	Free
	(b) Fashioned, for boxing or baling *ad val.*	10%	5%	Free	Free
	(c) Other, except electric . *ad val.*	10%	5%	Free	Free
204	Polishes: floor, furniture, leather, metal and similar polishes and dressings, including blacking and shoe dressings but not french polish . *ad val.*	30%	20%	20%	10%
251	Footwear:				
	(a) Whole or mainly of plastic or plastic coated textile material *ad val.*	30%	20%	20%	10%
Free	or per pair	£0 4s. 0d.	£0 3s. 0d.	£0 3s. 0d.	£0 2s. 9d.
	whichever duty shall be the greater				
Free	(b) Surgical	Free	Free	Free	Free
	(c) All other . . . *ad val.*	30%	20%	20%	10%
	or per pair	£0 3s. 0d.	£0 2s. 0d.	£0 2s. 0d.	£0 1s. 3d.
	whichever duty shall be the greater				
Free	(d) (i) Soles, tips and heels *ad val.*	30%	20%	20%	10%
	(ii) Prepared parts of footwear, n.e.e., not including insoles, buckles, buttons, eyelets or laces . . . *ad val.*	20%	10%	10%	5%
257	Leatherwork, n.e.e., including leggings, belts, straps, ladies' handbags, travelling and sports cases and bags of all types, wallets, purses and similar goods: of leather or of substitutes therefor . . . *ad val.*	30%	22½%	20%	10%
Free	260 Rubber tyres and tubes:				
	(a) (v) Tyres, pneumatic, other, including the immediate wrappers and flaps . . per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
Free	(b) (ii) Other . . . per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
Free	273 Plywood, blockboard, chipboard, veneers, pulpboard, landboard, and all similar building boards *ad val.*	20%	10%	10%	5%
Free	279 Wood:				
	(b) Machined: in the length, n.e.e., and parquet blocks . *ad val.*	25%	10%	10%	5%
	282 Bags, paper and transparent cellulose, printed or not printed:				
	(a) For packaging in industry *ad val.*	20%	10%	5%	5%
	(b) Other . . . *ad val.*	30%	20%	10%	10%
	285 Reels, including centres and cones, for packing . . . . *ad val.*	15%	5%	Free	Free
	286 Cardboard boxes, cartons, cups, jars and discs, plain or printed:				
	(a) For packaging in industry or for transportation or storage of locally produced goods when imported by producer or user thereof *ad val.*	20%	10%	5%	5%
	(b) Other . . . *ad val.*	30%	20%	10%	10%
	289 Cardboard and similar boards, and paper, including linenboard, leather board, fibre board, strawboard and millboard, but excluding building and similar boards and bituminized and similar papers: not being printed, ruled or lithographed matter: weighing more than 45 lb. per 1,000 sq. feet: *ad val.*	15%	5%	Free	Free
	295 (4) Wrapping paper and wrappers including cellulose and greaseproof papers:				
	(i) Paper in the original mill wrappers, flat or folded not less than 16 inches by 15 inches paper size, or in the original mill reels not less than 9 inches paper size:				
	(a) for packaging in industry *ad val.*	20%	10%	Free	Free
	(b) Other. . . *ad val.*	30%	20%	10%	10%
	(ii) Other:				
	(a) for packaging in industry *ad val.*	25%	15%	5%	5%
	(b) Other. . . *ad val.*	40%	30%	20%	20%
	(5) Sanitary and toilet paper and tissues *ad val.*	30%	20%	20%	10%
	(6) Carbon, tracing, wall and plain blotting paper; and other paper, n.e.e. . . . . *ad val.*	30%	20%	20%	10%
	296 (1) (c) Wrappers, labels, tags and seals; printed:				
	(i) for packaging in industry *ad val.*	20%	10%	5%	5%
	(ii) other . . . *ad val.*	35%	25%	20%	20%
	(d) Tickets, flat or in rolls *ad val.*	30%	20%	20%	10%
	297 Stationery, n.e.e.:				
	(a) Loose leaf covers and binders *ad val.*	30%	20%	20%	10%
	(b) Letter or document files, in book or folder form . . *ad val.*	30%	20%	20%	10%
	(c) Other, including pencils and pens *ad val.*	30%	22½%	20%	10%
	308 Tobacconists' wares, not being gold or silver or gold or silver mounted or gold or silver plated, including pipes, pouches, pipe covers, pipe stands, pipe cases, smokers' cabinets, cigar and cigarette holders, match boxes, tobacco jars, cigar and cigarette cases, ash trays, cigar and cigarette lighters *ad val.*	45%	35%	35%	25%
	319 Films, cinematograph and television, film strips and lantern slides:				
	(d) Films, cinematograph and television, other: silent or sound .	Free	Free	Free	Free
	322 Matches, including fusees, vestas and other patent lights used as such per 7,200 matches	£0 11s. 0d.	£0 6s. 6d.	£0 6s. 6d.	£0 5s. 0d.
	Note: Any box or package in any manner stated to contain 50 matches, or not more than 50 matches and not less than 40 matches, or not more than 50 matches, shall be deemed to contain 50 matches, and any box or package stated to contain any other quantity of matches shall be deemed by the Controller to contain such number of matches within similar limitations as he may deem fit for the purpose of the calculation of the duty charge.				
	329 Medical, dental, surgical, ophthalmic and veterinary instruments, appliances and apparatus of a kind used principally or solely in professional practice for the diagnosis, prevention or treatment of disease or affections of the human or animal body, or for anatomical dissecting or autoptic work: including apparatus based on the use of X-rays or radio-active substances, orthopaedic appliances, artificial limbs and parts of the body and aids for the physically or otherwise handicapped but excluding sanitaryware, laboratory glassware, chemicals, articles and materials elsewhere provided for and pharmaceutical substances, preparations or materials which are not specifically provided for in this item:				
	(a) (i) Wadding, gauze, wool, tape, tow, bandages and similar materials of textile, paper or plastic: impregnated with pharmaceutical substances or put up in retail packings for surgical or medical use	Free	Free	Free	Free
	(c) Dentures, in whole or part, comprising a vulcanized rubber, plastic, metal or other base or casting to which artificial teeth are fixed or to be fixed; metal crowns, bridgework, braces, rings, eyelets and metal articles (not being instruments) for treating or correcting teeth malformation; hollow artificial teeth (jacket, crown or pivot)	Free	Free	Free	Free

RHODESIA

Abolition of preference

THE BOARD OF TRADE have received telegraphic advice about the abolition of preference for British goods in the Rhodesian tariff.

The telegram stated that the preference for British goods had been abolished with effect from midnight on December 2, but that the changes would not affect goods shipped before that date.

As far as is known at present United Kingdom goods, shipped after December 2, entering Rhodesia, will pay the Column B rate of duty.

SIERRA LEONE

Import licensing amendment

GOVERNMENT NOTICE No. 1202, published in the *Sierra Leone Gazette* dated November 18, amends with effect from November 15 the list of items for which specific import licences are required (published in the *Board of Trade Journal*, October 8, 1965, page 863) by the addition of the following item:

Customs Classification	Schedule Items
054-890	Vegetables fresh – tomato.

Customs tariff amendments

THE BOARD OF TRADE have received telegraphic information about increased customs duties in Sierra Leone.

The Customs Tariff (Amendment) (No. 3) Order, published December 1, amends the first schedule of the Tariff Act by the addition of:

(a) 25 per cent on the present duties leviable on items 1, 2, 3A, 6, 7A, 8, 10 (excluding buses and lorries), 11, 12, 12A, 13, 13A, 14D, 18A, 24, 26A, 28, 29B, 29E, 37, 41 (vessels used for pleasure), 43, 45A.

(b) By the addition of 25 per cent on the present duties leviable on the following items included in item 47 of the first schedule. Beads, glass beads, real coral beads, vulcanized beads, pearl, watches of 17 jewels and over, hair nets, ladies' hair slides, ladies' fur coats, mechanical lighters, straps for watches, precious metals, electric shavers, electric floor polishers, powder puffs, powder bowls and other containers, silk and synthetic fibres manufactures, wool manufactures, electric fans, air conditioners, amplifiers, trinket boxes, sunglasses, electric cookers, silk and artificial silk thread, linen manufactures, linen piece-goods, vacuum cleaners, requisites for outdoor sports, pen-knives, playing cards and other indoor games and gaming items, woven fabrics of animal hair, manufactures of cigar and cigarette cases and holders and other items comprising smoking sets, curios of all types, carpets and rugs, gold in any form, diamonds in any form, silver in any form, other precious metals, stones and manufactures thereof, ivory in any form, fizzies and similar drink tablets, greeting cards including visiting, manicure sets, woven fabrics of metallized fibres, manufactures of transmitting sets.

(c) By the addition of 10 per cent on the present duties leviable on the following items 3, 4, 5, 7, 8A, 8B, 10 (buses and lorries only), 10A, 14, 14A, 14B, 14C, 14E, 15, 16, 17, 18, 19, 20, 21, 22, 23, 25A, 26, 27, 29A, 30, 32, 33, 35, 36, 38, 38A, 40, 41 (excluding vessels used for pleasure), 42, 45B, 45C, 46, 47 (excluding items listed in sub-paragraph (B)). These amendments were effective as from midnight of November 30, 1965.

Fuller details will be published as and when they become available.

KENYA

Import licensing regulations

LEGAL NOTICE No. 306, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 10) Order, 1965, published in the *Kenya Gazette*, amends, with effect from November 17, the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended by the addition of the following items:

Item No.	Description
	Division 04 – Cereals and cereal preparations:
	048 Cereal preparations and preparations of flour and starch of fruits and vegetables:
048 3 0	Macaroni, spaghetti, noodles, vermicelli and similar products.
	Bakery products, e.g. bread, biscuits, cakes:
048 4 1	Biscuits.

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DEMOCRATIC REPUBLIC OF THE CONGO

Price control on imports

THE CONGO NATIONAL BANK in Leopoldville has recently announced further measures to control the price of imports into the Congo (see *Board of Trade Journal* of June 18, 1965, page 1376, for earlier notice on this subject). These concern imports into the Democratic Republic of the Congo of iron and steel products of European origin and motor vehicles including spare parts and accessories.

A copy of the text of these announcements (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

REPUBLIC OF GUINEA

Documents for imported goods

THE BRITISH EMBASSY in Conakry has reported that the Guinean Ministry of Finance and Planning wishes to keep a closer check on imported goods. Hitherto, some imports arriving in Guinea without documents have been able to enter the country undeclared. In future, goods which cannot be declared because the documents needed for declaration are not available, will be held at the port of entry.

Exporters to Guinea are therefore advised to ensure that documents reach Guinea before or at the same time as the goods to which they relate.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

PAKISTAN

Supplementary budget

DUE TO THE RECENT conflict and continuing state of emergency with India, the Pakistan Government have found it necessary to introduce a Supplementary Budget.

The main points of this budget are as follows:

(1) A defence surcharge of 25 per cent of the existing rates is to be levied on items subject to sales tax, import duties (excluding machinery) and excise duties for petroleum products.
(2) An extra 10 per cent has been added to the bonus voucher earnings of cotton textiles, sports goods, cutlery and surgical instruments.
(3) Large cars, electrical gadgets and marble have been removed from the bonus import list.

These measures are expected to yield, during the remaining part of the current financial year, a total additional revenue of Rs. 29.50 crores (about £22 million).

Any inquiries arising from this notice address to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

MALAYSIA (SABAH AND SARAWAK)

Import control

THE BOARD OF TRADE have received Customs (Prohibition of Imports) (Sabah) (No. 2) (Amendment) Order, 1965, which applies only to the State of Sabah, and Customs (Prohibition of Imports) (Sarawak) (No. 2) (Amendment) Order 1965, which applies only to the State of Sarawak, which amend the schedules to the Customs (Prohibition of Imports) (Sabah) (No. 2) Order, 1965, and the Customs (Prohibition of Imports) (Sarawak) (No. 2) Order, 1965, by substituting the following for the item bearing Code No. 895 230:

Tariff No.	Item	Country
895 230-1	Pencils other than propelling or sliding pencils and eyebrow and other cosmetic pencils	China.

A notice concerning these orders appeared in the *Board of Trade Journal* dated November 19, 1965, page 1246.

MALAYSIA (STATES OF MALAYA)

Import control

THE BOARD OF TRADE have received Customs (Prohibition of Imports) (States of Malaya) (No. 2) (Amendment) Order, 1965, which applies only to the States of Malaya, which amends the schedule to the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965, by:

(a) Adding immediately after the item bearing Code No. 081 909 the following new items:

Tariff No.	Item	Country
	Bars and rods, except wire rods, of iron or steel, and hollow mining drill steel:	
673 210	Of iron or steel except high carbon or alloy steel . .	All countries.
	Angles, shapes, sections and sheet piling, whether or not drilled, punched or otherwise simply worked, not less than 80 mm. in width:	
673 410	Of iron or steel except high carbon or alloy steel. . .	All countries.

(b) substituting the following for the item bearing Code No. 895 230:

Tariff No.	Item	Country
895 230-1	Pencils, other than propelling or sliding pencils and eyebrow and other cosmetic pencils	China.

A notice concerning this order appeared in the *Board of Trade Journal* dated November 19, 1965, page 1246.

SUBSCRIPTIONS AND SALES

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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SINGAPORE

Pioneer Industries Ordinance

A NOTICE in the Singapore *Government Gazette* dated November 19, 1965, states that the Singapore Government proposes to declare the following industry and product to be a Pioneer Industry and a Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959.

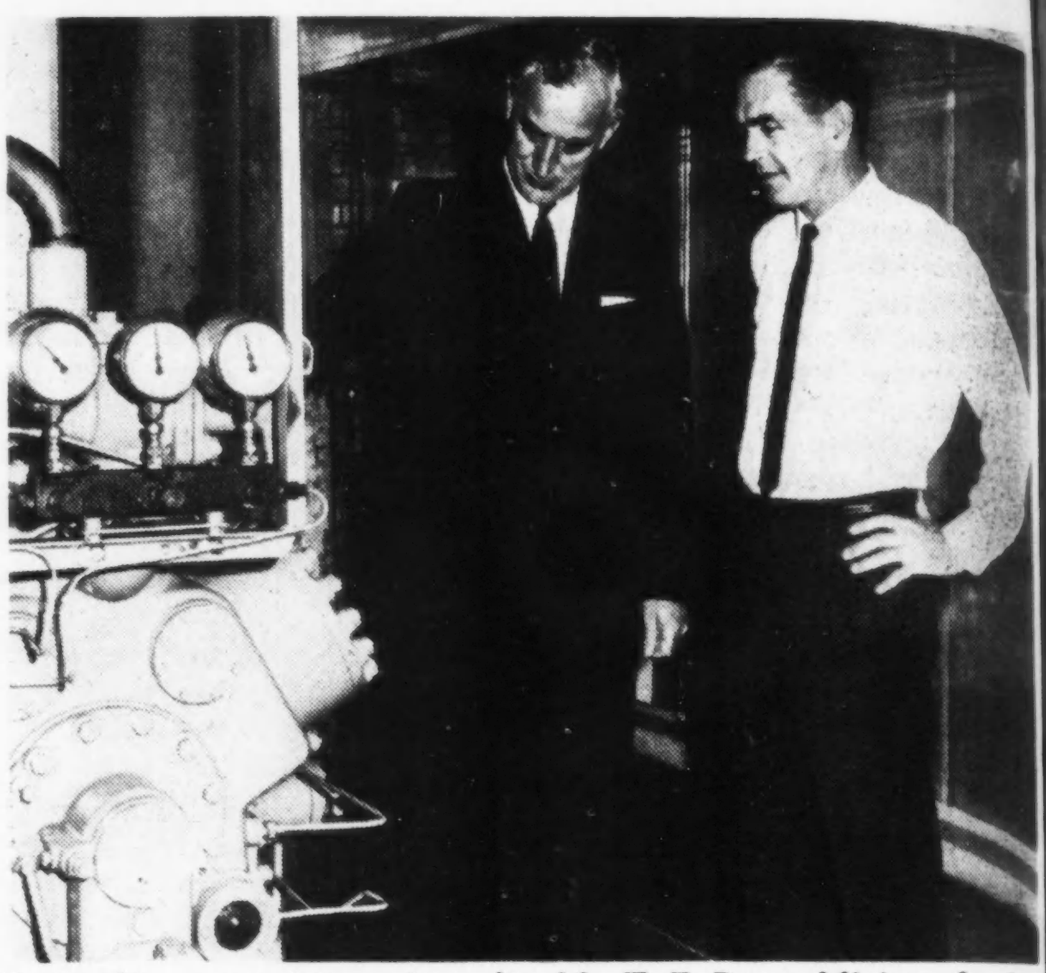
Industry	*Product*
Food preparation	Beehoon (minimum annual production of 3,000 tons).

This notice means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore Income Tax for a period of five years. The notice goes on to say that any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance by December 19, 1965.

A further notice in the same Singapore *Gazette* states that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	*Products*
A. Food preparation . . .	1. Fish oils, all types. 2. Fish sauce.
B. Manufacture of bicycle parts .	Bicycle parts except tyres and tubes.
C. Manufacture of building materials	1. Woodwool cement blocks. 2. Woodwool cement slabs.
D. Non-metallic mineral products manufacture . . .	Terrazzo tiles.
E. Manufacture of rubber products .	Elastic bands, all types.
F. Glass manufacture . . .	1. Plate glass. 2. Rolled figured glass. 3. Rolled wire glass. 4. Laminated safety glass windshield for automobiles. 5. Glass building blocks.
G. Chemical	Abrasive scouring powder.
H. Jute	Jute bags.
I. Food preparation . . .	Fish, flour.
J. Operation of an ocean fishing vessel having a minimum registered length of 90 ft. or a factory fishing vessel or fish processing plant	1. Frozen sea food. 2. Canned sea food.
K. Chemicals	1. Formaldehyde. 2. Resins and glues based on formaldehyde.
L. Metal working . . .	Stainless steel equipment for industrial, commercial, institutional and household use.
M. Stationery	Typewriter ribbons.

A preliminary notice of intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of October 1, 1965, page 795. Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627), quoting reference CRE 6197/4/G.



During his recent visit to Australia, Mr. T. F. Peart, Minister for Agriculture, toured the David North Plant Research Centre in Brisbane, where research into the growing of sugar cane is carried out. Here the Minister (left) is seen inspecting British equipment.

AUSTRALIA

Tariff changes

CHANGES HAVE BEEN MADE in the Australian Tariff affecting the rates of duty payable on magnetos and parts.

In addition the deferred duties on tinned iron and steel hoop, strip, plates and sheets have been cancelled. The existing duties remain unchanged.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Reference to the special advisory authority

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of:

Polyethylene monofil, strip and imitation catgut (Tariff Items 51.02.11 and 51.02.92), and **polyethylene twine, cordage, rope and cable** (Tariff Item 59.04.99).

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 468).

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel.: Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2318 or 2319) quoting reference No. CRE 7458/65.

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Photographic paper	4/4	3/7	1000 kgs	16%
Magazines*	5/-	2/11	300 kgs	42%
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Tariff Item
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28.35
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32.07.400
32.07.100
32.07.200
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32.07.400
32.07.500

AUSTRALIA, *continued*

Details of tariff changes (including temporary duties)

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on November 19, 1965. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
28.35.000	[*sulphides: polysulphides*]	7½%	Free	No change (Under new item 28.35.900)	
				25%	15% (Under new item 28.35.100)
28.35	*Sulphides: polysulphides;*				
28.35.100	*Cadmium sulphide*	7½% (Under former item 28.35.000)	Free	25%	15%
28.35.900	*Other*	No change (Under former item 28.35.000)		7½%	Free
28.48	Other salts and peroxysalts of inorganic acids, but not including azides:				
	New paragraph;				
28.48.200	*Cadmium selenide*	7½% (Under former item 28.48.900)	Free	25%	15%
	Chapter 32, after note 6 insert the following note: 7. For the purposes of a rate of duty in sub-item 32.07.5: (a) a white pigment shall be deemed not to be a pigment if a pigment, other than a white pigment, is contained in the goods: and (b) if there are two or more pigments in the goods, one pigment shall be deemed to be higher rated than another pigment, if: (i) the amount of duty that would be payable on the goods containing the pigments if the rate applicable to the first-mentioned pigment (regarded as a separate product) were applicable to the goods containing the pigments is greater than the amount of duty that would be payable on those goods if the rate applicable to the second-mentioned pigment (regarded as a separate product) were applicable to those goods: or (ii) where those amounts are equal – the first-mentioned amount in the last preceding sub-paragraph is equal to the second-mentioned amount in that sub-paragraph and the tariff classification that applies to the first-mentioned pigment appears later in this Schedule than the tariff classification that applies to the second-mentioned pigment.				
32.05	*Synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores: products of the kind known as optical bleaching agents, substantive to the fibre; natural indigo:				
32.05.1	[Pigment dyestuffs of the mono-azo, dis-azo or phthalocyanine type, and preparations based thereon:				
32.05.110	Hansa yellow, para red, toluidine red, rubine toner, lithol red and lake red C, and preparations based thereon	37½% and a temporary duty of 12½%	25% and a temporary duty of 12½%	45% (Under new item 32.05.100)	30%
32.05.190	Other]	7½% and a temporary duty of 42½%	A temporary duty of 37½%	45% (Under new item 32.05.100)	30%
32.05.100	*Synthetic organic pigment dyestuffs and preparations based thereon*	Various (Under former items 32.05.110, 32.05.190, 32.05.900)		45%	30%
32.06	Colour lakes:				
32.06.1	[Of the mono-azo, dis-azo or phthalocyanine type, and preparations based thereon:				
32.06.110	Hansa yellow, para red, toluidine red, rubine toner, lithol red and lake red C, and preparations based thereon	37½% and a temporary duty of 12½%	25% and a temporary duty of 12½%	45% (Under new item 32.06.100)	30%
32.06.190	Other]	7½% and a temporary duty of 42½%	A temporary duty of 37½%	45% (Under new item 32.06.100)	30%
32.06.100	*Prepared from synthetic organic dyestuffs: preparations based on lakes prepared from synthetic organic dyestuffs*	Various (Under former items 32.06.110, 32.06.190, 32.06.300, 32.06.900)		45%	30%
32.06.300	[Peacock blue and preparations based thereon]	7½% and a temporary duty of 42½%	A temporary duty of 37½%	45% (Under new item 32.06.100)	30%
32.07	*Other colouring matter; inorganic products of a kind used as luminophores:				
32.07.100	[Lead chromes, chrome greens, molybdate chromes, zinc chromes and zinc greens and preparations based thereon	37½%	25%	No change (Under new item 32.07.100)	
				45% (Under new item 32.07.500)	30%
32.07.200	White pigments containing not less than 25% of TiO_2 calculated on a dry anhydrous product basis and preparations based thereon	£48 per ton	£28 per ton	No change (Under new items 32.07.200, 32.07.500)	
32.07.300	Ultramarine blue and preparations based thereon	Free	Free	No change (Under new items 32.07.400, 32.07.500)	
32.07.400	Preparations based on chromic oxide]	37½%	25%	No change (Under new item 32.07.500)	
32.07.100	*Lead chromes, chrome greens, molybdate chromes, zinc chromes and zinc greens*	No change (Under former item 32.07.100)		37½%	25%
32.07.200	*White pigments containing, when in a dry anhydrous state, not less than 25% of TiO_2*	No change (Under former item 32.07.200)		£48 per ton	£28 per ton
32.07.300	*Cadmium pigments*	7½% (Under former item 32.07.900)	Free	25%	15%
32.07.400	*Ultramarine blue*	No change (Under former item 32.07.300)		Free	Free
32.07.500	*Pigment intermixtures and preparations thereof: pigments diluted with an extender, and preparations thereof: preparations of pigments*	No change (Under former items 32.07.100, 32.07.200, 32.07.300, 32.07.400)		The rate of duty set out in this column that would apply to the goods if they were goods of the same kind as the pigment in the goods, or, if there are two or more pigments in the goods, that pigment that is higher rated than any other pigment in the goods.	The rate of duty set out in this column that would apply to the goods if they were goods of the same kind as the pigment in the goods, or, if there are two or more pigments in the goods, that pigment that is higher rated than any other pigment in the goods.
		37½% (Under former item 32.07.100)	25%		

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
32.09.3	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media:				
32.09.310	[Hansa yellow, para red, toluidine red, rubine toner, lithol red and lake red C	37½% and a temporary duty of 12½%	25% and a temporary duty of 12½%	45%	30% (Under new item 32.09.310)
32.09.320	Pigments of the mono-azo, dis-azo or phthalocyanine type, not being goods falling within sub-item 32.09.31	7½% and a temporary duty of 42½%	A temporary duty of 37½%	45%	30% (Under new item 32.09.310)
32.09.330	Peacock blue]	7½% and a temporary duty of 42½%	A temporary duty of 37½%	45%	30% (Under new item 32.09.310)
32.09.310	*Synthetic organic pigment dyestuffs and colour lakes prepared from synthetic organic dyestuffs*	Various (Under former items 32.09.310, 32.09.320, 32.09.330, 32.09.390)		45%	30%
	After note 4 to Chapter 51 insert the following note; *5. The following goods are specified for the purposes of sub-paragraph 51.01.992, that is to say, yarns that;* *(a) were in transit to Australia on October 15, 1965: and* *(b) are entered for home consumption within 21 days after importation.*				
51.01	Yarn of continuous man-made fibres, not put up for retail sale:				
51.01.99	Other:				
	New sub-paragraph;				
51.01.992	*Raw yarns, wholly of, or of which not less than 50% by weight, of the man-made fibres are continuous filament polyamide fibres*	12½% (Under former item 51.01.999)	Free	12½% and, except in respect of goods specified in note 5 to this Chapter, a temporary duty of 1s. 6d. per lb.	In respect of goods specified in note 5 to this Chapter – Free; In respect of the remainder of the goods – a temporary duty of 1s. 6d. per lb.
82.11	*Razors and razor blades (including razor blade blanks, whether or not in strips); blades and heads for electric shavers:				
	New sub-item;				
82.11.200	*Safety razors*	15% (Under former item 82.11.900)	5%	12½%	5%
84.06	Internal combustion piston engines:				
84.06.2	Outboard engines: engines for installation in tractors:				
84.06.210	Outboard engines	37½%	15%	25%	15%
84.51	*Typewriters, other than typewriters incorporating calculating mechanisms; cheque-writing machines:				
84.51.100	Electrically operated	15%	Free	7½%	Free
84.61	*Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:				
84.61.200	Pneumatically operated control valves	17½%	10%	35%	25%
85.18	Electrical capacitors, fixed or variable:				
	New sub-paragraph;				
85.18.913	*Parts for goods of a kind falling within sub-paragraph 85.18.911 or 85.18.912*	No change (Under former item 85.18.993)		45%	27½%
85.18.99	[Other:				
85.18.991	Mica	45% or, if higher, 4d. each.	27½% or, if higher, 3d. each.	100% (Under new item 85.18.990)	90% (Under new item 85.18.990)
85.18.992	Not falling within sub-paragraph 85.18.991	100%	90%	No change (Under new item 85.18.990)	
85.18.993	Parts for goods of a kind falling within sub-paragraph 85.18.911, 85.18.912, or 85.18.991]	45%	27½%	No change (Under new item 85.18.913)	
85.18.990	*Other*	45% or, if higher, 4d. each. (Under former item 85.18.991)	27½% or, if higher, 3d. each.	100% (Under new item 85.18.990)	90% (Under new item 85.18.990)
		No change (Under former item 85.18.992)			
		45% (Under former item 85.18.993)	27½%		
90.24	*Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases, or for automatically controlling temperature (including pressure gauges, thermostats, level gauges, flow meters, heat meters and automatic oven-draught regulators), not falling within item 90.14:				
90.24.1	Regulating and controlling devices, automatic, for the control of temperature, humidity, pressure, vacuum or rate of flow, other than chlorination controllers:				
90.24.120	Pneumatic devices of the gas-filled closed-system kind for the control of temperature over a temperature range of 0° to 1,000° Fahrenheit	17½%	10%	35%	25%
90.24.130	Pneumatic devices for the control of pressure or vacuum, as follows: of the Bourdon type, over a range of 0 to 5,500 psi gauge pressure; of the bellows type, over a range of 0 to 30 psi gauge pressure; of the diaphragm type, over a range of 0 to 50 in H_2O; of the bellows type, over a range of 0 to 30 in Hg (vacuum).	17½%	10%	35%	25%
90.24.140	Pneumatic devices for the control of flow, being controllers suitable for the control of goods of a kind falling within paragraph 90.24.21, 90.24.22, 90.24.23 or 90.24.24	17½%	10%	35%	25%
90.24.150	Pneumatic devices, being combinations of goods of a kind falling within paragraph 90.24.12, 90.24.13 or 90.24.14	17½%	10%	35%	25%
90.24.2	Differential pressure type flow indicators, recorders or integrators or combinations thereof, designed primarily for measuring in a closed pipe, having a guaranteed accuracy providing for a maximum error of 2% over a range of capacity from full flow to one-quarter or full flow and not utilizing a strip chart instrument for display:				
90.24.210	Using sensing elements of the sealed bell direct linkage kind compying with any of the following specifications: rated for measuring static pressures not exceeding 5 in H_2O over ranges not exceeding 1·8 in H_2O and not less than 0·15 in H_2O; rated for measuring static pressures not exceeding 50 psi gauge pressure over ranges not exceeding 6 in H_2O and not less than 2 in H_2O; rated for measuring static pressures not exceeding 400 psi gauge pressure over ranges not exceeding 14·3 in H_2O and not less than 8 in H_2O; rated for measuring static pressures not exceeding 6,000 psi gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O.	17½%	10%	35%	25%
90.24.220	Using sensing elements of the non-metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 2·5 psi gauge pressure over ranges not exceeding 7 in H_2O and not less than 1 in H_2O	17½%	10%	35%	25%
90.24.230	Using sensing elements of the metallic diaphragm direct linkage type rated for measuring static pressures not exceeding 3,500 psi gauge pressure over ranges not exceeding 1,200 in H_2O and not less than 50 in H_2O	17½%	10%	35%	25%
90.24.240	Using sensing elements of the ring balance direct linkage type rated for measuring static pressures not exceeding 5 psi gauge pressure over ranges not exceeding 2 in H_2O and not less than 1 in H_2O	17½%	10%	35%	25%

(*Continued on page 1424*)

To the Middle East and Africa by comfortable Lufthansa Boeing Jets–enjoy the excellent cuisine on board–relax in a friendly atmosphere.

Fly by the superb Europa Jet all the way from London, via Frankfurt, to the centres of the Middle East—Athens, Istanbul, Beirut, Baghdad, Teheran; or to North Africa – Tunis* and Tripoli. Take advantage of Lufthansa's fast services to Lagos, Johannesburg and Dakar and arrive rested and refreshed with time to spare for business or pleasure.

Lufthansa's Boeing Jets are the last word in comfort and performance. Be enhanced by the calm and restful atmosphere on board while powerful engines and a highly advanced design ensure an unbelievable smooth and quiet cruise.

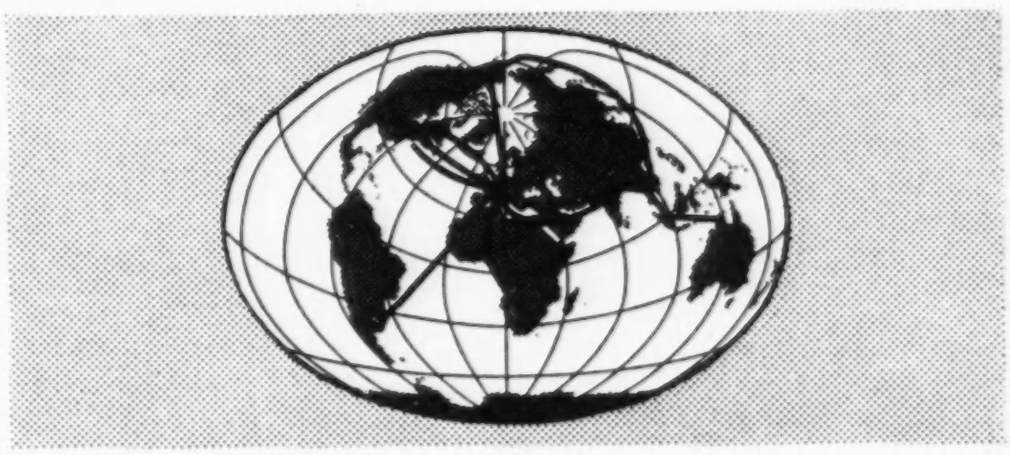
Enjoy the superb meals offered aloft which go naturally with the courteous, efficient service known and appreciated by experienced travellers the world over.

When planning your next trip, ask your local travel agent for full details of these or any other of Lufthansa's extensive air routes. Remember, only Lufthansa offers you daily flights by Europa Jet to Germany and elsewhere in Europe, as well as frequent Europa Jet services to the Middle East and North Africa, all linked by convenient connecting flights from London.

If you intend taking a holiday trip, enquire also about the advantageous Air Inclusive Tours to many exciting places which you can visit independently. Or make use of the cheap excursion fares (economy class) to Athens, Istanbul, Beirut, Baghdad and Teheran or Tunis and Johannesburg.

*eff. 5th January 1966: dep. London LH 221 10.20 h,
arr. Frankfurt 12.35 h dep. LH 732 13.45 h,
arr. Tunis 15.50 h, Wednesdays & Fridays

Lufthansa



London, 29 Piccadilly, W. 1. HYDe Park 8232
Manchester, 23 John Dalton St., DEAnsgate 6241
Birmingham, 115/117 Colmore Row, CENtral 2140
Glasgow, 26 Bothwell Street, CENtral 7132/3
Dublin, 16/17 Lower O'Connell St., Dublin 47751/2

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
90.28	*Electrical measuring, checking, analysing or automatically controlling instruments and apparatus:				
90.28.2	Machines, appliances, instruments or apparatus referred to in paragraph (b) of note 6 to this Chapter:				
90.28.25	The non-electrical counterparts of which fall within item 90.23:				
90.28.251	Temperature measuring instruments operating from a primary element of the resistance or thermocouple kind, with a measuring element of the slide wire self balancing potentiometer or bridge kind, arranged for display by either or both of the following methods: by clock dial indicator; by circular chart recorder recording by four separate single recording pen arms or less (including such goods whether or not capable of the averaging summation or difference evaluation of temperature or heat values)	17½%	10%	35%	25%
90.28.26	The non-electrical counterparts of which fall within item 90.24:				
90.28.267	Pneumatic devices for the control of temperature as follows: . . . . of the resistance thermometer kind, over a temperature range of 0° to 1,200° Fahrenheit; of the thermocouple kind, over a temperature range of 0° to 3,000° Fahrenheit.	17½%	10%	35%	25%

NOTE: Specific duties are shown in Australian currency £A125 = £100 Sterling.

NEW ZEALAND

Customs tariff review on some goods

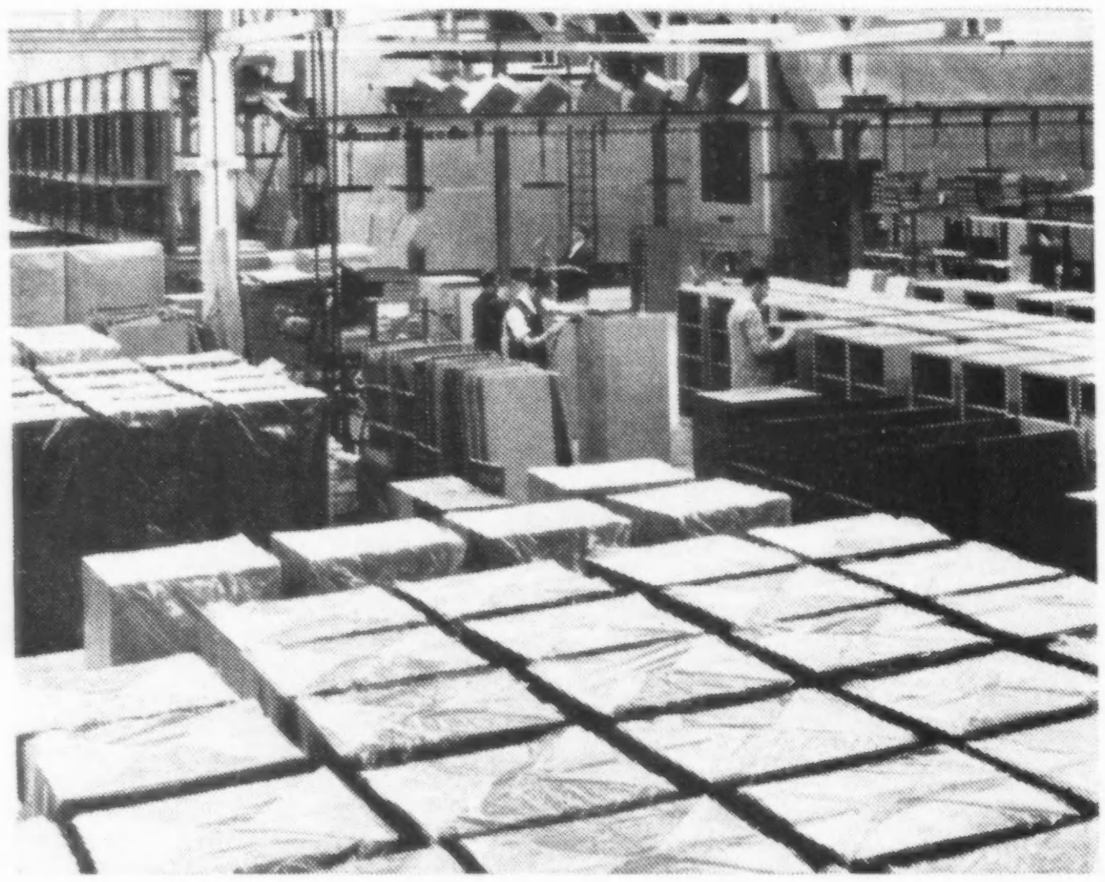
THE New Zealand Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from December 16, 1965.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before December 16, 1965, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

Maleic acid.
Maleic anhydride.



Traditionally the 'knocked down' filing cabinet has been a standard export item for G. A. Harvey Office Furniture Limited, London. Increased production has now been achieved by extending the Margate factory so that delivery for home and export markets is ex-stock. Harvey filing cabinets are exported as far east as Thailand, as far south as New Zealand and as far north as Iceland. This picture shows filing cabinets ready for shipment abroad or to one of the five Harvey warehouses in the United Kingdom.

Mannitol declared by a manufacturer for use by him solely in making electrolytic condensers.

Matches:
Sulphur and phosphorus compound for making matches.

Meatworks:
Twine declared for use only for attaching to carcases in meatworks and not for sewing meat wraps.

Melamine.

Melting salts declared by a manufacturer for use by him solely in making processed cheese.

Mercury phenate.

Metal:
Aluminium and aluminium alloy sections, extruded (excluding curtain track), as may be approved, not bored or otherwise worked and not plated, polished, anodized, or similarly treated.
NOTE: Sections of types available from New Zealand manufacturers will not be admitted under this decision.
Aluminium and aluminium sections as may be approved:
Approved:
Hollow sections.
Solid sections weighing less than 0·06 lb. or exceeding 1·5 lb. per ft.
Solid sections which cannot be circumscribed by a 4 in. circle.
Bars, plain black steel, hardened, roughly bevelled, having holes drilled at intervals along its length, for making Hog and Chipper knives.
Blanks or slugs, non-ferrous metal, being metal discs, whether or not holed and/or domed, used in impact moulding.
Brass sections as may be approved, extruded or extruded and drawn, unworked and not plated, polished, or similarly treated.
NOTE: Brass sections of kinds obtainable from New Zealand manufacturers will not be approved under this decision.
Circles cut from steel plate.
Copper sections, extruded, unworked and not plated, polished or similarly treated.
Hoops, baling, with specially shaped or worked ends, including clips, shackles and buckles, for use therewith, even if fitted thereto.
Metal (except iron) plain, in the flat, cut to shape.
Example:
Circles of metal other than iron.
Metal strip, specially suited for repairing metal castings and forgings.
Stainless-steel sheets with waste corners cropped, but otherwise unworked, declared by a manufacturer for use by him solely in making sinks.
Steel, spring, strip, crimped, for making expanding piston ring sets.
Tin sheet, paper backed.
Tin sheets. embossed otherwise than with lettering or printing.
Metal chemicals for treatment of:
Ferro No. 3 Metal-cleaner.
Pylumin.
Rus-solve metal fluid.
Metal-coated yarn or thread declared by a manufacturer for use by him solely in the manufacture of tinsel ribbons.
Metal workers:
Fluxes and similar approved preparations specially suited for the regeneration or purification of metals.
Approved:
Ferrofix.
Houghton's preparations as follows:
Blackening oil No. 33.
Houghto-Black No. 15.
Houghto-Draw No. 250.
Houghto-Draw 3109.
Metal cutting and drawing paste.
No. 275 draw temp.
Steel draw V2.

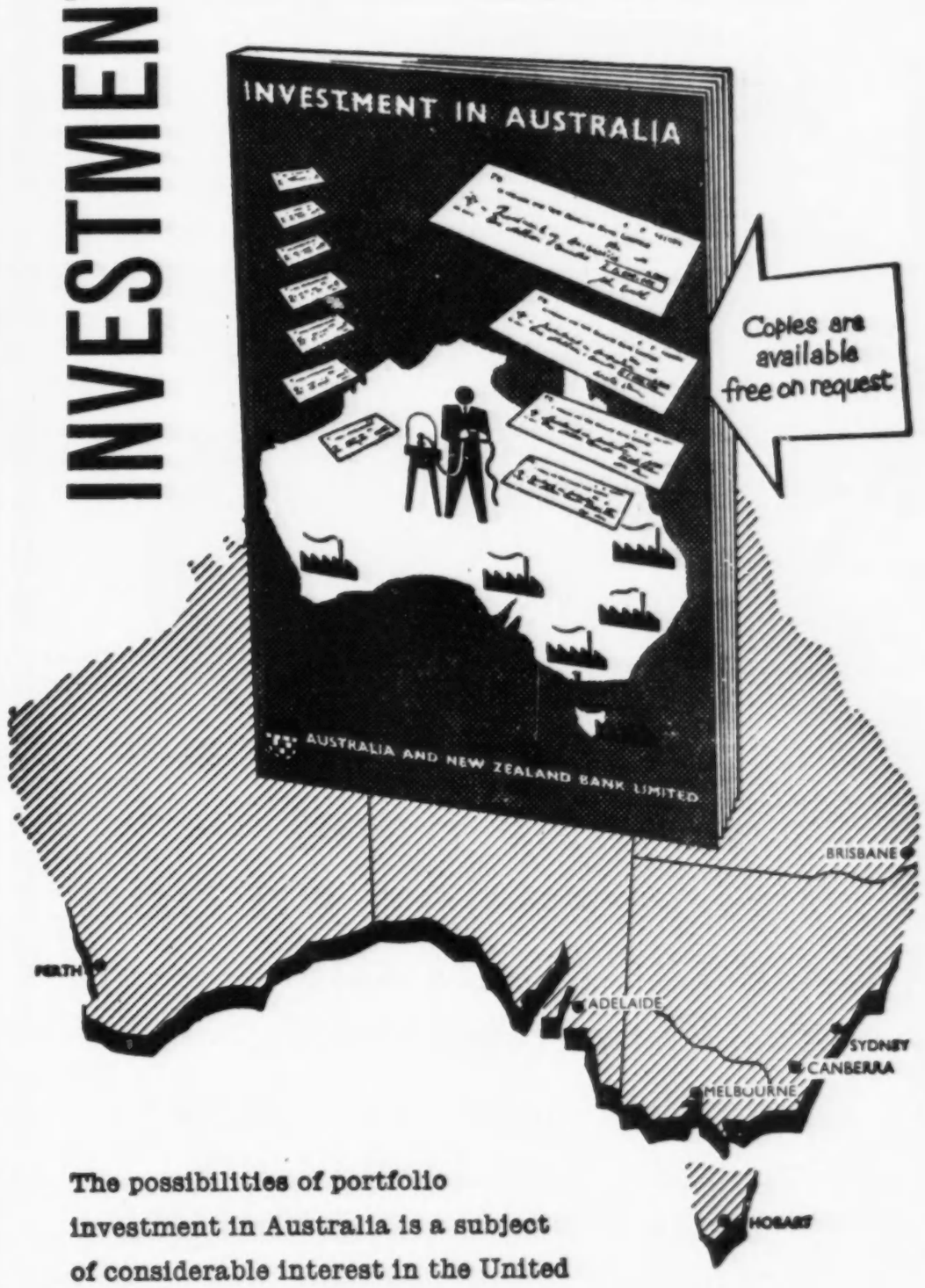
Loaded at London Airport: a marine control console weighing 3½ tons. Manufactured by Lockheed Precision Products Ltd., of Speke, Liverpool, this console is to be installed in a bulk carrier at the Nagoya Dockyard by Japan's IHI Company.

Inserts or shins, welding, for use in welding railway or tramway rails by the thermit method.
Rods, brazing, cast, of copper alloy, not exceeding $\frac{3}{16}$ in. in diameter.
Methyl amino propanediol.
Methyl amyl acetate.
Methyl cyclohexanol.
Methyl cyclohexanone.
Mirrors:
Stampings, iron, plain and unbuilt, for making mirror backs.
Stampings, metal strip other than iron, bent to shape for use as frames for mirror backs.
Monocresyl diphenyl phosphate.
Monoethanolamine.
Monoisopropanolamine.
Monothioglycerol, declared by a manufacturer for use by him only in making approved articles and preparations.
Approved:
For making streptomycin preparations.
Morpholine.
Motor cycles:
Component parts of motor cycles (a) imported in unassembled sets, (b) (not including such components as may from time to time be determined by the Minister), and (c) not painted or plated, on declaration by a manufacturer:
(i) That they will be used by him solely in the manufacture (not including repair) of motor cycles, and
(ii) That in such manufacture the components omitted in accordance with, (b) above will be replaced by components of New Zealand manufacture.
NOTE: Consideration will be given to a reduction in the rate of duty under the General Tariff where the percentage of New Zealand manufacture reaches an approved level.
Musical instruments:
Blowers for organs, declared by a manufacturer for use by him solely in making or repairing organs.
Hinges in lengths of not less than 11 in., suitable for use on pianos.
Hinges, invisible, declared by a manufacturer for use by him only in making pianos.
Nose bolts.
Springs, bottom board, specially suited for making piano key frames.
Springs, pedal, for pianos.
Naphthenic acid.
Nets:
Rings of welded mild steel, not exceeding 4 in. in internal diameter, for making oyster nets.
Nickel catalyst for use in the hydrogenation of fats.
Nitrex.
Nitromethane.

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade Associations thought to be in-

(*Continued on next page*)

INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

Avenues of investment
Securities for portfolios
Trade or direct investment
Investment intelligence
Brokerage, duty, taxation and exchange control
Services for investors and companies

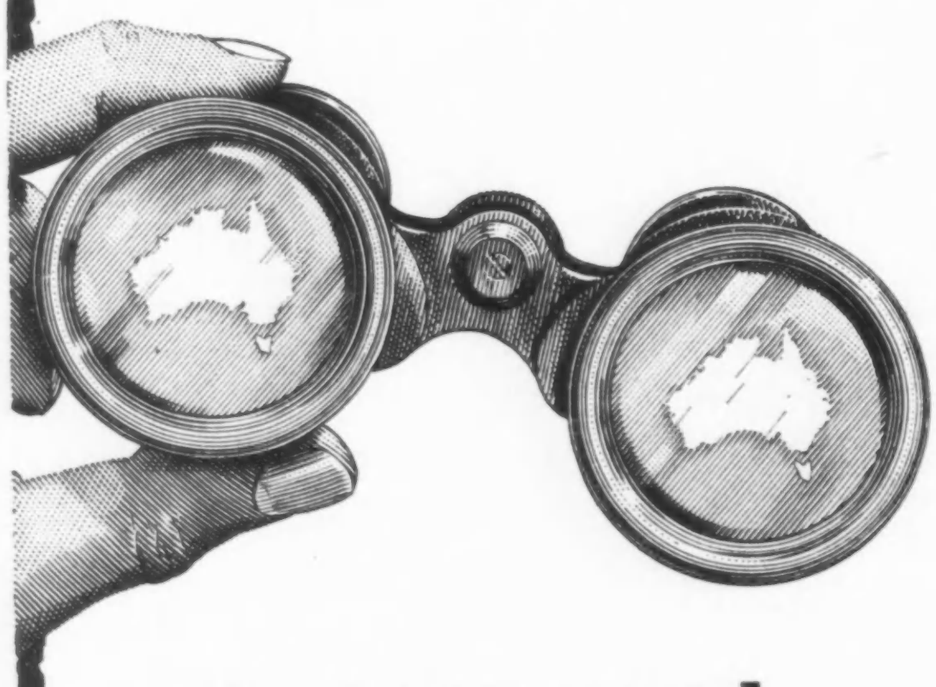
Copies are available free on request.

A·N·Z

AUSTRALIA AND NEW ZEALAND BANK LIMITED

Head Office: 71 Cornhill, London, E.C.3. Telephone: AVEnue 1281.
Over 1000 Branches and Agencies.

With AUSTRALIA in view...



you may need information on one or more of the following:

* EXPORT OR IMPORT CREDITS
* EXCHANGE TRANSACTIONS
* COMMERCIAL INTELLIGENCE
* MARKET RESEARCH
* TRAVEL ARRANGEMENTS

A copy of our booklet 'Australia—Prospect, Progress, Potential' will be sent on request.

E. S. & A. BANK

The English, Scottish and Australian Bank Limited

Head Office:
55 GRACECHURCH STREET, LONDON, EC3

Chief Office in Australia:
287 COLLINS STREET, MELBOURNE

500 Offices in Australia
Agents and Correspondents throughout the World

terested have been informed, and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or Trade Association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

PHILIPPINES

Export documentation

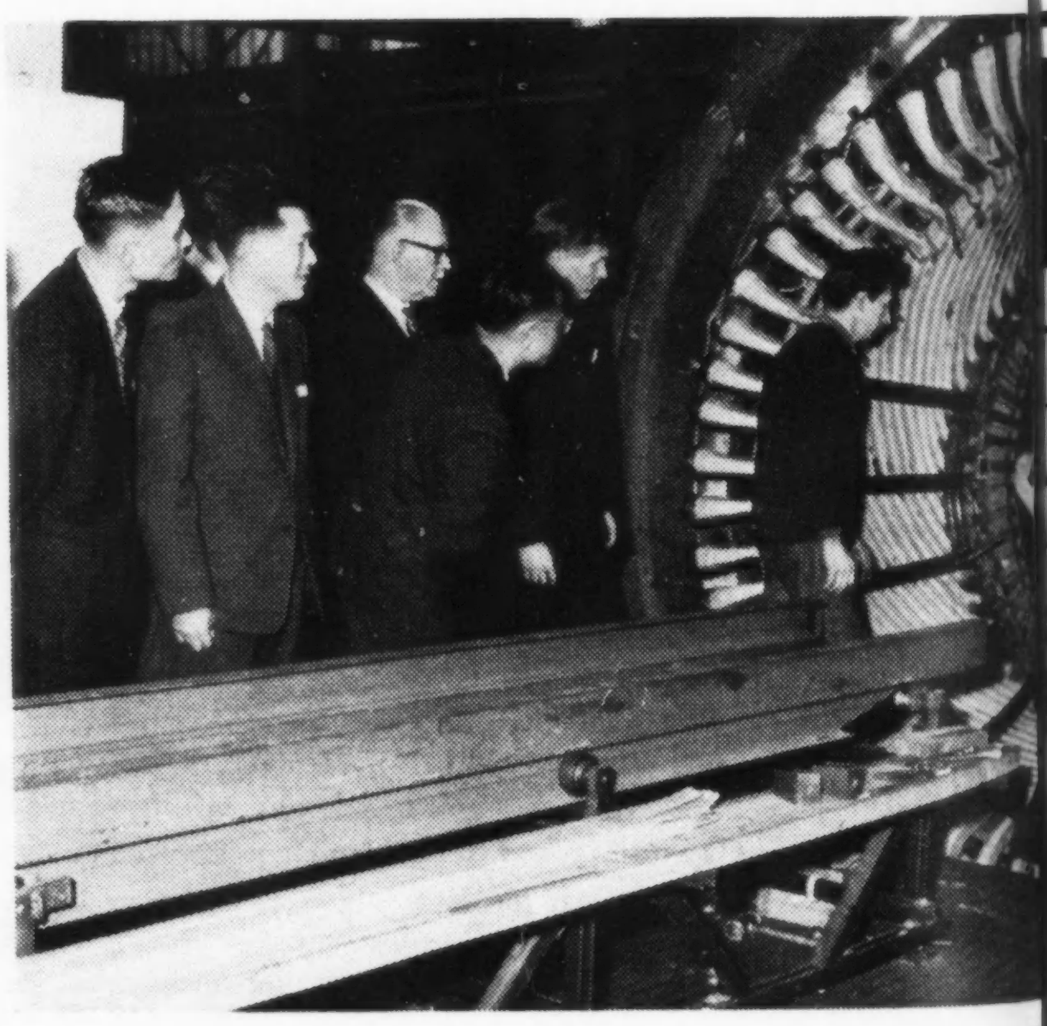
PHILIPPINE Bureau of Customs Administrative Order 8-65 requires all exporters to produce evidence of the value of export consignments. Collectors of Customs in the Philippines will no longer accept any import entry unless the Consular Invoice is accompanied by an authenticated export declaration. In the case of British shipments to the Philippines it has now been agreed between HM Government and the Government of the Philippines that the Department of Customs will accept commercial invoices duly notarized by a Commission for Oaths or a Notary Public, or commercial invoices duly certified by an approved Chamber of Commerce.

The form of statement to be attested on the commercial invoice is as follows:

'All information contained herein is correct. The value (amount per unit – fob) declared is the same value stated in all other documents filed in connection with this exportation for all official purposes of the United Kingdom.'

Six copies of the commercial invoice and six copies of a detailed packing list must be provided. Only three copies of the commercial invoice need to be attested for the purpose of this requirement; of the other three, one will be for retention on the attestor's file and the two remaining uncertified copies together with the three certified copies have to be lodged with the Philippine Consul.

All inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2226/2747), quoting reference CRE 1811/65.



The Chinese Power Generation Mission recently arrived in this country to discuss the purchase of complete power station plant, including 300 MW turbine-generators, for a 1,000-1,200 MW power station in China. They were at the AEI factory from November 16-18 looking at equipment and having discussions with AEI officials. Here the Chinese visitors are watching a coil being inserted into a 500 MW generator.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

PVC Wallets and Containers

Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

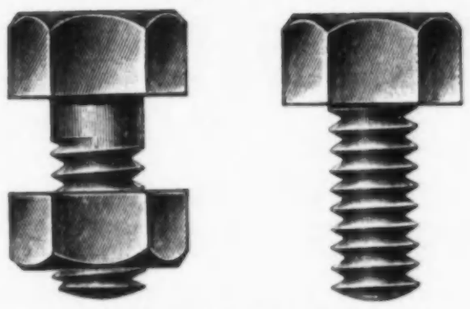
James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

TUBULAR FURNITURE & EQUIPMENT

Metalliform Ltd. manufacture a wide range of tubular furniture and equipment, all modern in design and sturdy in construction. Illustrated catalogues gladly forwarded on request.

METALLIFORM LIMITED
HOYLAND COMMON nr. BARNSLEY tel HOYLAND 2187

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 3781 (6 lines)

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8′ press brake capacity. Site welding

C. E. Turner (Engineers) Ltd
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place,
Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

Jacksons OF BOURNE END

Speciality millboards and fibreboards for Industry uses:

BOOK BINDINGS RADIO BACKS PIPE JOINTING
INDUSTRIAL BOXES PRESS BOARDS CAR PANELS
PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	This week
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	15 Oct. 1965
Catering trades turnover (M)	19 Nov. 1965
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	5 Nov. 1965
New companies registered (M)	26 Nov. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	26 Nov. 1965
Film industry:	
British film fund agency returns (M)	19 Nov. 1965
Cinema admissions and takings (M)	19 Nov. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	19 Nov. 1965
Gold and dollar reserves (M)	This week
Hairdressing trades turnover (M)	19 Nov. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Nov. 1965
Business (M)	This week
Industrial building:	
Provisional figures (Q)	5 Nov. 1965
Industrial production:	
Index nos. (M)	26 Nov. 1965
N. Ireland index (M)	3 Dec. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	2 April 1965
Laundries and dry cleaners turnover (M)	19 Nov. 1965
Machine tools deliveries and orders (M)	19 Nov. 1965
Motor industry:	
Car and commercial vehicle production (M)	26 Nov. 1965
Motor trades turnover (M)	3 Dec. 1965
Nationalized industries overdrafts (M)	3 Dec. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Dec. 1965
Retail prices index (M)	26 Nov. 1965
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	26 Nov. 1965
Shipping movement at UK ports (M)	29 Oct. 1965
Stocks:	
Manufacturers and distributors (Q)	This week
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	19 Nov. 1965
Man-made fibres production (M)	3 Dec. 1965
Wholesale houses sales (M)	19 Nov. 1965
Wool and cotton output (M)	19 Nov. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	12 Nov. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	26 Nov. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	26 Nov. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	5 Nov. 1965
United States Consular Offices in the UK	14 Aug. 1964

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

PUBLIC UTILITIES BOARD, SINGAPORE
JOHORE RIVER PROJECT CONTRACT No. 8 – SUPPLY, DELIVERY AND ERECTION OF ELECTRICAL PLANT AND INSTRUMENTATION.

Tenders are invited for the manufacture, test, supply, delivery to site, erection and setting to work of electrical plant and instrumentation for the Johore River Project, Singapore Water Supply.

The contract is divided into five sections and tenderers may submit an offer for any one or more complete sections:

Section A: Transformers
Section B: Switchgear
Section C: Cables
Section D: Instrumentation
Section E: Workshop Equipment

Payment for goods and services outside Singapore and Malaysia will be in the currency of origin of the plant.

Tenders will be considered from firms which have carried out work of a similar nature in the past.

In the case of a firm which proposes to manufacture and/or erect a reasonable part of the plant and to obtain the balance under subcontract from other specific and acceptable manufacturers, or firms, the prime contractor would be required to assume complete responsibility for erection, installation, performance and service of all plant and equipment supplied under the particular section of the contract in question.

The civil works associated with the plant tenders will be constructed by others under a separate contract.

To obtain tender documents, a crossed cheque for the equivalent of Malayan $1,000 in favour of the Public Utilities Board, Singapore, must first be sent to either the Chief Water Engineer, Water Department, City Hall, Singapore, or the Consulting Engineers, Messrs. Binnie & Partners, Artillery House, Artillery Row, Westminster, London, S.W.1, who will release the documents to the tenderer. Instructions for submission of the tender will be given with the documents. The deposit will be returned to tenderers who submit a bona fide tender and to tenderers who return the documents before the date for closing tenders.

Drawings required for purposes of tendering may be obtained from either: the Chief Water Engineer, Public Utilities Board, Singapore on payment of the sum of M$1.00 per drawing to the Chief Financial Officer and production of the receipt to the Chief Draughtsman, Water Department, or: the Consulting Engineers at 3s. 6d., per drawing.

Tenders close on 1st February, 1966.

The Public Utilities Board, Singapore, does not bind itself to accept the lowest or any tender. Expenses of tendering are not recoverable from the Board.

Documents will be ready for issue about the 20th December, 1965.

INTERESTED IN EASTERN EUROPE? Former export manager of engineering group has now formed his own organization to assist go-ahead companies to start or improve their business in these increasingly important countries. All aspects of marketing undertaken. Write for appointment to discuss possibilities of your equipment to: J. R. Rampton (M.I. Ex) Paxways Ltd., 51 Crockford Park Rd., Addlestone, Surrey.

SPECIAL OFFER of surplus unused extra large Refrigeration (Ammonia Compressor) Installation. Total capacity 8,000,000 BTUs/hr. complete with compressors, motors, starters, condensers, evaporators etc. Offered at fractional price. Apply Box S6225, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London, W.11. Tel.: BAYswater 4477.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

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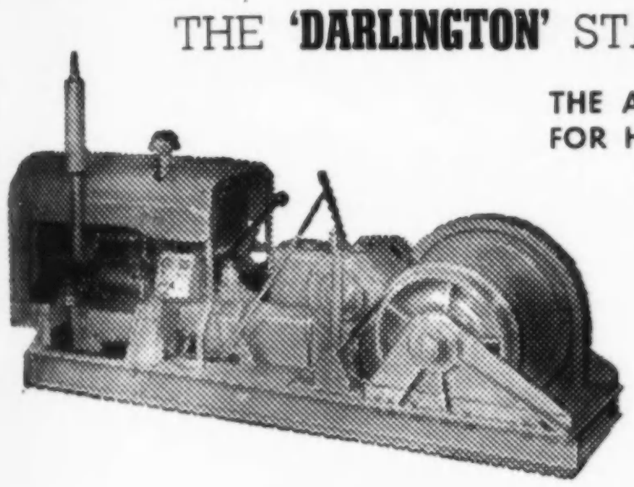

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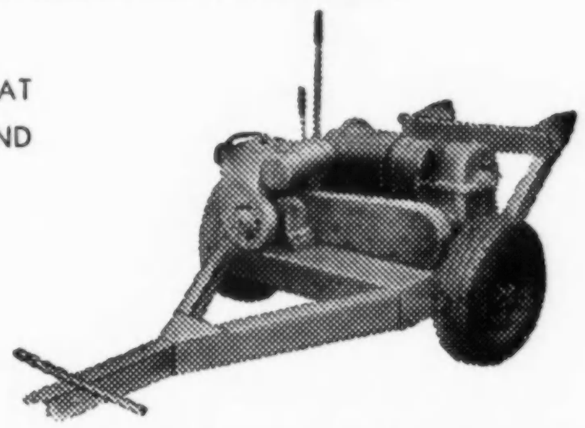

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